

2009-2010 Erb Institute MBA/MS Student Résumé Book

FOR STUDENTS SEEKING INTERNSHIPS



ERB INSTITUTE

FOR GLOBAL SUSTAINABLE ENTERPRISE
UNIVERSITY OF MICHIGAN



STEPHEN M. ROSS SCHOOL OF BUSINESS
SCHOOL OF NATURAL RESOURCES & ENVIRONMENT

About the Résumé Book

The Erb Institute is a world-renowned resource on topics of global sustainable enterprise. By engaging the finest minds from the Ross School of Business, the School of Natural Resources and Environment, and throughout the University of Michigan, we help organizations formulate, understand, and act upon innovative strategies for sustainability: meeting the fundamental needs of a growing human population in an equitable manner within the means of nature. The Institute brings together students, faculty, alumni, and individuals from corporate and nonprofit organizations to spark dialogue, support inquiry and provide solutions.

There are many ways to benefit from our expertise. No matter the size or scope of your organization, our MBA/MS Program students will help you to improve processes, solve problems and identify strategic opportunities. As new hires for full-time positions, our graduates have the knowledge, tools and experience to implement innovative and practicable methods for cultivating sustainable enterprises. As summer interns, our students bring fresh ideas and focused energy to your organization. You may also develop and sponsor a Multi-disciplinary Action Project in the spring term, engaging four to six students full time for seven weeks to identify opportunities or solve specific problems. Lastly, you may sponsor and design Masters Projects with teams of one to six students over a 12- to 18-month period to explore more complex issues in greater depth and detail.

Employers can quickly identify students with interests in their field by scanning the keyword listings at the front of this book. Most students have broader interests and experience than reflected in the three keywords they were allowed here, thus if you do not find the right candidate through keyword listings we encourage you to scan the complete résumés. Erb Institute staff will be pleased to help you identify or contact candidates, although you should feel free to contact them directly yourself.

If you would like to post a position for circulation among Erb Institute MBA/MS students, please e-mail it as an attachment to erbinstitute@umich.edu with “Job/Internship posting” in the subject line. Erb Institute staff will also be pleased to help you develop a job posting to assure that it is complete and likely to attract student interest.

The Frederick A. and Barbara M. Erb Institute for Global Sustainable Enterprise was established in 1996 as a partnership of the Stephen M. Ross School of Business and the School of Natural Resources & Environment at the University of Michigan. The Institute seeks to understand and communicate the complex, interconnected dynamics of human and natural systems in relation to economic production and consumption and to disseminate that knowledge for the achievement of environmentally, economically and socially sustainable development and enterprise. Utilizing a collaborative approach, the Institute helps business, government and civil society organizations to achieve meaningful progress toward sustainability. The education, research and outreach activities of the Erb Institute help make the University of Michigan a top-tier school for addressing issues of environmental and social impact management and help to facilitate positive ecological and societal transformations through the knowledge and leaders we produce.

Dear Colleague,

The Erb Institute for Global Sustainable Enterprise at the University of Michigan is pleased to release our 2009-10 MBA/MS graduating-student resume book.

Employers can quickly identify students with interests in their field by scanning the keyword listings at the front of this book and in the bookmarks tab. Most students have broader interests and experience than reflected in the keywords that were practicable here, thus if you do not find the right candidate through keyword listings we encourage you to scan the complete résumés.

Erb graduates specialize in a wide variety of particular areas, but all offer an unusual depth of work experience with formal training in the areas of business, the environment and sustainability. We are confident that the strong skill sets and passionate commitments of Erb graduates will meet the hiring needs of your organization.

If you are interested in talking with any of our students regarding potential employment opportunities, please contact them directly. You are also welcome to contact Erb Institute faculty and staff for insights regarding potential candidates, although you should feel free to contact them directly yourself.

The process for submitting job postings is as follows:

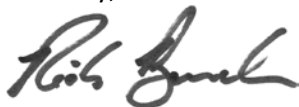
- Submit your indication of interest to: erbinstitute@umich.edu
- Once you have submitted an indication of interest, a representative from the Erb Institute will contact you with specific information on posting positions, retrieving and reviewing applications, and scheduling and conducting interviews.
 - Please note that students graduate on May 1, 2010 and will be on break from February 23 through March 6.

If you would like to post a position for circulation among Erb Institute MBA/MS students, please e-mail it as an attachment to erbinstitute@umich.edu with "Job/Internship posting" in the subject line. Erb Institute staff will also be pleased to help you develop a job posting to assure that it is complete and likely to attract student interest.

Lastly, if you think any of your colleagues would benefit from having a copy of this resume book, please let us know and we will be sure to get it to them.

Thank you in advance for your consideration and support.

Sincerely,



Rick Bunch
Managing Director, Erb Institute for Global Sustainable Enterprise
University of Michigan

Browse Resumes by Keyword

(Click on keywords below to view candidates)

Chemicals, Pharmaceuticals and Biotechnology	General Management
Clean Tech and Alternative Energy	Green Buildings and Development
Climate Change and Carbon Reduction	Human Capital and Organizational Strategy
Conservation and Biodiversity	Industrial Ecology / Waste Reduction
Conservation and Efficiency	Land Development and Construction
Consulting and Other Services	Marketing
Consumer Goods	Nonprofit, Government and Academia
Consumption and Consumer Behavior	Operations
Design	Resource Extraction and Raw Materials
Durable Manufactured Goods	Sales and Business Development
Emerging Markets and International Development	Smart Grid
Energy Generation and Distribution	Software and Information Technology
Entrepreneurship	Solar
Environmental Justice and Social Equity	Strategy
Finance	Water
Food and Agriculture	

(Click on names to view resumes)

Chemicals, Pharmaceuticals & Biotechnology

[Yih-Wei Chien](#)

Clean Tech and Alternative Energy

[Nicolas Abstoss](#)

[Michael Kasameyer](#)

[Gregory Buzzell](#)

[Kripal Kavi](#)

[Luis Calderon](#)

[Mark Leo](#)

[Yih-Wei Chien](#)

[Michelle Lin](#)

[Quang Do](#)

[Sam Lines](#)

[Brian Hartmann](#)

[Michelle Quibell](#)

[Christian Hicks](#)

[Alanya Schofield](#)

[Bryan Hogle](#)

[Allison Shapiro](#)

[Takahiro Isshiki](#)

Climate Change and Carbon Reduction

Christina Bosch

Michelle Quibell

Gregory Buzzell

Jennifer Ritchey

Julian Dautremont-Smith

Sarah Shapiro

Laura Palombi

Amrita Vijay Kumar

Conservation and Biodiversity

Cynthia Koenig

Laura Palombi

Conservation and Efficiency

Hunt Briggs

Sam Lines

Bryan Hogle

Laura Palombi

Consulting and Other Services

Quang Do

Jamie Mikkelsen

Meredith Irwin

Neesha Modi

Michael Kasameyer

Brian Moss

Michelle Lin

Lauren Start

Consumer Goods

Christina Bosch

Nick Fassler

Consumption & Consumer Behavior

Justin Adams

Sara Mills

Nick Fassler

Design

Michelle Lin

Durable Manufactured Goods

John Seaver

Emerging Markets & International Development

Michael Buday

Tina Tam

Cynthia Koenig

Amrita Vijay Kumar

Sara Mills

Energy Generation & Distribution

Nicolas Abstoss	Mark Leo
Steuart Botchford	Sara Mills
Gregory Buzzell	Michelle Quibell
Brian Hartmann	Jennifer Ritchey
Christian Hicks	Alanya Schofield
Aaron Jones	John Seaver

Entrepreneurship

Graham Brown	Brian Moss
Luis Calderon	Tina Tam
Sam Lines	

Environmental Justice & Social Equity

April LaCroix

Finance

Luis Calderon	Kripal Kavi
Charlotte Coultrap-Bagg	Allison Shapiro

Food & Agriculture

Charlotte Coultrap-Bagg

Lisa Ingmarsson

Paul Davis

General Management

Steuart Botchford

Takahiro Isshiki

Michael Buday

Aaron Jones

Christian Hicks

Joel Mlinar

Green Buildings & Development

Hunt Briggs

Mark Ellis

Graham Brown

Jennifer Wein

Human Capital & Organizational Strategy

Lisa Ingmarsson

Joel Mlinar

April LaCroix

Neesha Modi

Industrial Ecology / Waste Reduction

Paul Davis

Jamie Mikkelsen

Land Development

Graham Brown

Jennifer Wein

Marketing

Yih-Wei Chien

Lisa Ingmarsson

Nick Fassler

Nonprofit, Government & Academia

Julian Dautremont-Smith

Jennifer Ritchey

Meredith Irwin

Tina Tam

Operations

Nicolas Abstoss

Jamie Mikkelsen

Charlotte Coultrap-Bagg

John Seaver

Bryan Hogle

Lauren Start

Aaron Jones

Resource Extraction & Raw Materials

Kripal Kavi

Alanya Schofield

Sales & Business Development

Gregory Buzzell

Takahiro Isshiki

Luis Calderon

Amrita Vijay Kumar

Quang Do

Smart Grid

Hunt Briggs

Brian Hartmann

Software & Information Technology

Justin Adams

Solar

Michael Buday

Strategy

Justin Adams	Mark Leo
Steuart Botchford	Michelle Lin
Gregory Buzzell	Neesha Modi
Julian Dautremont-Smith	Brian Moss
Mark Ellis	Allison Shapiro
Brian Hartmann	Sarah Shapiro
Michael Kasameyer	Lauren Start
Cynthia Koenig	Jennifer Wein
April LaCroix	

Water

Christina Bosch	Meredith Irwin
Paul Davis	Sarah Shapiro
Mark Ellis	

(Click on names to view resumes)

Browse Resumes Not Included in Keyword Search

Hanns Anders	Marcos Mancini
Jason Angel	Katherine O'Hare
Jake Bielecki	John O'Shea
Kathryn Buckner	Eva Owens
Dan Cantor	Arthur Peterson
Adam Carver	Rebecca Silver
Colm Fay	Nathan Springer
Laura Frey	Jeremy Taub
Bharathwajan Iyengar	David Weinglass
Sean Killian	Nicholas Wetzler
Julia Koslow	Niels Zellers
Christina Kothari	Chris Zwicke
Alexander Linkow	

NICOLAS A. ABSTOSS

1113 Olivia Ave. • Ann Arbor, MI 48104
nabstoss@umich.edu • 734.604.0389

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2011 <ul style="list-style-type: none">• Tauber Institute for Global Operations Fellow• GMAT Score 730, 97th Percentile• Clubs: Operations Management - VP Career Dev.;Energy, General Management.• Elected Global Citizenship Chair. Event Leader, Food Fight: annual MBA competition.• Finalist in the BCG NetImpact, Food Gatherers Case Competition• Emphases in General Management and Operations School of Natural Resources and Environment Master of Science, May 2011 <ul style="list-style-type: none">• Erb Institute for Global Sustainable Enterprise• Emphases in Sustainable Systems and Renewable Energy	Ann Arbor, MI
	COLGATE UNIVERSITY Bachelor of Arts, May 1999 <ul style="list-style-type: none">• Concentration: Political Science, Minor:Economics	Hamilton, NY
EXPERIENCE Summer 2009	UNIVERSITY OF MICHIGAN HEALTH SYSTEM DEPARTMENT OF FINANCE Summer Associate, Strategy & Enterprise Analysis <ul style="list-style-type: none">• Evaluated 234,000 sq. ft. pharmaceutical clinical manufacturing facility, part of \$108 million University acquisition and targeted highest value use for the University• Developed strategic and financial framework to evaluate project proposals and modeled expected income for the University under multiple operating scenarios	Ann Arbor, MI
M.A.P. 2009	DETROIT LIONS, INC. MAP Consultant <ul style="list-style-type: none">• Developed strategic marketing plan to increase revenue by over \$2 million through reacquisition of lapsed season ticket holders, implemented in 2009-10 season	Detroit, MI
2002-2008	ABSTOSS INTERNATIONAL STEEL HOLDING, INC. Commercial Manager, 2004-2008 <ul style="list-style-type: none">• Managed environmental compliance for large-scale steel mill project resulting in first-stage approval by investors and municipal/state environmental agencies.• Replaced industrial natural gas furnace vendor in response to vendor vacating North American market, incremental savings of \$6 million.• Implemented strategic small-business customer expansion based on fit and value chain analysis, increasing customer base 30%. International Sales and Marketing Manager, 2002-2003 <ul style="list-style-type: none">• Developed new company value chain and customer base from China to South America• Advised on strategic downstream acquisition, including negotiation, valuation, risk.	Stamford, CT
2000-2002	ELECTRONIC ARTS INC. EA GAMES Marketing Assistant <ul style="list-style-type: none">• Developed Strategic Marketing Plan as core identity for first-tier company properties, defining strategic position based on industry/competitive/consumer analysis, budget.• Analyzed and recommended new partnership opportunities for co-publishing division, resulting in million-unit sales hit and ongoing first-tier franchise.	Redwood City, CA
1999-2000	TRANS WORLD STEEL Sales & Marketing Associate <ul style="list-style-type: none">• Managed international logistics, negotiated favorable rates on Ocean Freight/Rail.	New York, NY
ADDITIONAL	<ul style="list-style-type: none">• Jim Himes for Congress(2008)- organized citywide "Super Tuesday" campaign.• Multi-lingual: German fluency; intermediate Spanish, Italian, French.• National Outdoor Leadership School:avalanche forecasting/rescue certified.	

JUSTIN ADAMS

402 S 5th Ave Apt 2A • Ann Arbor, MI 48104
jusadams@umich.edu • 919.402.7729

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources MBA/MS Dual Degree in Sustainable Enterprise, April 2011 <ul style="list-style-type: none">• Emphases in Sustainability, Entrepreneurship and Strategy• Panel Organizer, Distributed Energy Production, FuturTech Conference• Team Finalist, Boston Consulting Group Case Competition• Member of Entrepreneurship, High Tech and Net Impact Clubs	Ann Arbor, MI
	VASSAR COLLEGE Bachelor of Arts in Political Science, May 1995 <ul style="list-style-type: none">• Elected Dorm President (92-93); Class President (94-95); delivered graduation address	Poughkeepsie, NY
EXPERIENCE Summer 2009	BLUE OCEAN INSTITUTE Packard Environment Fellow <ul style="list-style-type: none">• Developed a partnership strategy to leverage strengths and partner on weaknesses	East Norwich, NY
2004-2008	ENGLISH TEACHER AND WORLD TRAVELER English as a Second Language Teacher <ul style="list-style-type: none">• Explored more than 30 countries in Europe and Asia through long-term travel; lived in South Korea for 2+ years; became a global citizen	Seoul, South Korea
2000-2003	BAXTER BIOSCIENCE Manager of User Experience, Advoy.com <ul style="list-style-type: none">• Conceptualized and created User Experience Department to better meet customer needs by facilitating understanding between marketing and technology departments• Collaborated with technology, marketing and medical experts, conducted user focus groups, and designed easy-to-use webpages to collect complex medical data; resulted in improved customer satisfaction and increased hemophilia treatment center adoption	Westlake Village, CA
1999-2000	EDU.COM Content Producer <ul style="list-style-type: none">• Wrote and edited feature articles, buyer's guides and product marketing copy for e-commerce site for college students; resulted in increased user engagement• Conceived and implemented a "write for points" loyalty program; published more than 20 student-authored lifestyle and shopping guides	Boston, MA
1997-1999	MSNBC Convergence Producer <ul style="list-style-type: none">• Pioneered TV/Internet convergence by integrating viewer feedback into live broadcast via email and online chat technologies; bridged technical, editorial and cultural divides between TV and website managers and staff; resulted in an unprecedented 28% raise; became the 1st person paid by both GE and Microsoft• Selected as substitute Interactive Producer for NBC News town hall special on school violence; coordinated and promoted online chat on both website and cable; advocated for Internet reporter to executive producer; resulted in 1 hour live broadcast containing 10% interactive content	Secaucus, NJ
1995-1996	DIGBY4 GROUP Telecommunications Consultant <ul style="list-style-type: none">• Led Ford Foundation and Barnes & Noble College Division client engagements for 10 person boutique consulting firm; conducted needs assessment, developed requests for proposals, analyzed proposed systems, delivered recommendations to clients, negotiated contracts with vendors; resulted in smooth integration of telecommunications system into office construction projects	New York, NY
ADDITIONAL	<ul style="list-style-type: none">• Entrepreneurship: Founded Internet start-up with lead singer of Toad the Wet Sprocket• Publications: Authored book reviews and technology articles for MSNBC.com• Hobbies: photography, travel, cycling, hiking, boating, non-fiction and new ideas	

HANNS D. ANDERS

1136 Michigan Ave • Ann Arbor, MI 48104
hanns@umich.edu • 410.274.0550

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources Master of Business Administration/Master of Science, May 2011 <ul style="list-style-type: none">• Emphases in Strategy, Finance, and Renewable Energy• Selected: Frankel Commercialization Fund, Cleantech Team (pre-seed venture capital)• Selected: Associate VP of Competitions for Entrepreneurship and Venture Club• Member: Entrepreneurship and Venture Club; Energy Club; Net Impact; Ski Club	Ann Arbor, MI
	WAKE FOREST UNIVERSITY Wayne Calloway School of Business Bachelor of Science, Business, May 2003 <ul style="list-style-type: none">• Study Abroad: Victoria University, Wellington, New Zealand• Brian Piccolo Cancer Drive: Personally raised over \$10,000 for cancer research	Winston-Salem, NC
EXPERIENCE 2009	ENVIRONMENTAL OPERATING SOLUTIONS, INC Marcel Gani Summer Intern <ul style="list-style-type: none">• Analyzed regulatory drivers, emerging technologies, and industry practices to quantify and qualify new market opportunities related to the biological treatment of coal-fired power plant wastewater and public drinking water• Built tool to manipulate complex EPA database of pollutant dischargers to identify thousands of sales targets by contaminant, geography, and concentration	Bourne, MA
M.A.P. 2009	IMARA CORPORATION MBA MAP Project, Consultant <ul style="list-style-type: none">• Crafted go-to-market strategy for VC-backed firm to commercialize advanced lithium-ion batteries in outdoor power equipment market based on investigation of channels, consumer preferences, and impediments to adoption	Menlo Park, CA
2005-2008	CALIM PRIVATE EQUITY Financial Analyst, 2007-2008 <ul style="list-style-type: none">• Pursued exit strategies for investments in energy, mining, and entertainment industries in the wake of hostile management change; collaborated with legal team and management consultants to enact nine asset transfers and two stock sales• Restructured and maintained capitalization tables of four companies with combined valuation of \$300 million• Calculated weekly cash burn and cash flow for up to a dozen portfolio companies• Authored memoranda regarding future financing opportunities for portfolio company valued at \$160 million, including third party mezzanine debt and public offering opportunities; co-managed audit in preparation for additional rounds of investment• Sourced potential buyers in sale of food and beverage company; originated sales memorandum and pro forma financial statements; guided initial acquisition discussions that led to successful negotiations Assistant Portfolio Manager, 2005-2007 <ul style="list-style-type: none">• Managed dissemination of communications, marketing materials, and financial statements to over three dozen investors; directed the closing of \$100 million of contributed capital for funds, as well as high profile ownership group's purchase of the Pacific Life Open, an ATP tour event• Evaluated \$15 million term sheet along with management, attorneys, and bankers to secure financing for portfolio company• Standardized production of financial statements, bank reconciliations, and A/P & A/R transactions for 15 entities encompassing the biotechnology, software, cleantech, natural resources, and financial services industries; managed and trained two personnel	Aspen, CO
ADDITIONAL	<ul style="list-style-type: none">• Aspen Youth Experience (2006-2008): Volunteered to lead teams through summer ropes course designed to empower at-risk youth• Avid snowboarder (avalanche safety certified), mountain biker, hiker, traveler• Won trivia contest to meet and have lunch with Warren Buffett	

JASON ANGEL

1321 Wilmot St #302 • Ann Arbor, MI 48104
angeljas@umich.edu • 310.666.6152

EDUCATION	UNIVERSITY OF MICHIGAN Master of Business Administration/Master of Science, April 2011 <ul style="list-style-type: none">• Emphases in Strategy and Environmental Psychology• First Runner Up: 2009 Booz & Co. Case Competition• Awarded: Ross Distinguished Scholar & Rackham Scholar• Selected: Booz & Company CEO Challenge (North America)• Selected: Goldman Sachs and Bain & Co. MBA Camp(s)• Elected: Consulting Club Associate VP, MBA Social Chair• Member: Black Business Students, Health & Marketing Clubs• GMAT: 710 (94th Percentile)	Ann Arbor, MI
	UNIVERSITY OF CALIFORNIA LOS ANGELES College of Letters and Sciences Bachelor of Arts, September 2004 <ul style="list-style-type: none">• History Major with minor in Public Policy & Social Welfare. GPA:3.5/4.0• Alfred C. Darby Estate Scholar & Fullbright Scholar Finalist• Co-founded: Non-Profit Organization, "It's All About the Kids," informing inner-city youth of the benefits of higher education	Los Angeles, CA
EXPERIENCE Summer 2009	GENENTECH, INC. AVASTIN BREAST Strategy Intern <ul style="list-style-type: none">• Developed partnership strategy for \$4B cancer drug to address key gaps in physician access, defend against substitutes, & increase share in metastatic breast cancer market• Presented recommendations to division directors of \$115B multinational biotech company, driving go-to-market strategy in Q3'10	South San Francisco, CA
M.A.P. 2009	MANHEIM COX, INC Student Consultant - People Strategies Dept <ul style="list-style-type: none">• Led benchmarking analysis of best-in-class corporate education programs for \$3.3B automotive organization to address client's decentralized training structure• Conducted 100+ interviews with business unit managers, corporate and field employees, & IT to evaluate unmet needs and 'quality of training' perceptions, resulting in implementation of new, comprehensive training framework	Atlanta, GA
2004-2008	UNITED STATES MARINE CORPS Combat Photojournalist/Public Affairs Representative <ul style="list-style-type: none">• Awarded the Navy and Marine Corps Achievement Medal, Department of Defense Thomas Jefferson Award and a Letter of Commendation from the Secretary of the Navy for 'Excellence in Combat Photography'• Recognized competitive threats and opportunities, analyzed regional recruiting trends, and made recommendations for market penetration that led to the creation of a multi-million dollar military advertisement• Received three meritorious promotions in a two-year period & recommended for the highly selective Officer Commissioning Program	29 Palms, CA
2000-2004	MTV NETWORKS /ESCAPE EVENTS Head of Promotions /Resident DJ <ul style="list-style-type: none">• Managed promotions team of 20 while concurrently attending UCLA & spearheaded creation of one of the largest 'drum and bass' dance music events in Southern California history (7,000 in attendance)• Performed at large scale music events in 16 states and three countries; held resident DJ positions at Los Angeles MegaClubs: Circus Disco, the Century Club and the Palace	Beverly Hills, CA
ADDITIONAL	<ul style="list-style-type: none">• Food Network aficionado & struggling pie chef• DJ'ed at Love Parade in Berlin, Germany with 800,000 in attendance• Mixed Martial Artist: Proficient in Aiki-Jitsu, Kempo, Judo, Boxing & Greco-Roman Wrestling. Competed in three small circuit competitions	

JAKE BIELECKI

619 E. University Ave. • Ann Arbor, MI 48104
JakeJB@umich.edu • 609.306.9737

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business and School of Natural Resources MBA/MS, Erb Institute, April 2012 <ul style="list-style-type: none">• Emphases in Entrepreneurship and Sustainable Systems• Member: Ross Energy Club, Entrepreneur & Venture Club, Net Impact• Ross Energy Club Education Committee, Erb Strategic Planning Committee	Ann Arbor, MI
	RUTGERS UNIVERSITY School of Engineering BS, Mechanical Engineering, September 2006 <ul style="list-style-type: none">• Cumulative GPA: 3.3 - Graduated with Honors• Dean's List: Spring 2004, Fall 2005, Spring 2005, Spring 2006	New Brunswick, NJ
EXPERIENCE 2006-2009	SUNOCO INCORPORATED Project Engineer/Manager <ul style="list-style-type: none">• Managed multidisciplinary team in high-pressure environment to modernize the Philadelphia refinery, increasing high-acid crude processing capacity by 9K barrels/day, leading to annual savings of \$3.3M• Designed innovative engineering solutions for unexpected construction challenges as part of three-person field-engineering team, contributing to successful completion of \$32M maintenance outage• Directed team of consultants and in-house experts to develop feasibility study and preliminary design of \$16M heater revamp; presented results to Senior VP and obtained buy-in• Developed alternative method of transporting finished products to shipping terminal by creatively utilizing existing infrastructure, resulting in reduction of estimated project cost from \$3M to \$0.9M• Executed total of seven small capital projects <\$100K and nine large >\$100K projects with combined capital installation cost of \$3.9M, improving refinery capacity and profitability• Established and executed procurement and installation plans for reliability project under aggressive timetable, resulting in reduction of unit corrosion rates and savings of estimated \$225K/year• Diagnosed and addressed procedural bottleneck in approval and decision-making process; designed and implemented structured approach to ensure more efficient use of expert resources• Mentored new-hire engineers to facilitate efficient transition into the department by providing comprehensive overview of resources, interdepartmental relations and company culture• Completed extensive emergency responder training and passed all required exams; Aided in successful containment of 11 significant incidents including HAZMAT spills, fires and hydrocarbon/acid releases	Philadelphia, PA
2005-2006	SHISEIDO Packaging Engineering and Development Intern <ul style="list-style-type: none">• Negotiated with component suppliers on proper development of product packaging, resulting in a successful product launch that met customer's rigorous appearance and functionality needs.	East Windsor, NJ
ADDITIONAL	<ul style="list-style-type: none">• Designed and fabricated a fully automated popcorn machine• Hiked the Thirty-seven Mile long 'Tour Des Muverans' in the Swiss alps• Avid snowboarder• Fluent in Polish	

CHRISTINA BOSCH

409 Third St., Apt. 2 • Ann Arbor, MI 48103
cbosch@umich.edu • 440.812.0023

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2011 <ul style="list-style-type: none">• Emphasis in Environmental Strategy and Sustainability• Member: Michigan Business Women, Net Impact, Energy Club• Elected: Vice President, Communications Committee, Student Advisory Board, Erb Institute for Global Sustainable Enterprise School of Natural Resources and Environment Master of Science, April 2011 <ul style="list-style-type: none">• Emphasis in Sustainable Systems and Aquatic Management• Member: EcoValuation Student Working Group	Ann Arbor, MI
	OBERLIN COLLEGE Bachelor of Arts, Environmental Studies, May 2004 <ul style="list-style-type: none">• GPA 3.75/4.0• Ohio Academy of Sciences merit-based scholarship recipient	Oberlin, OH
EXPERIENCE 2009	NESTLE WATERS NORTH AMERICA/POLAND SPRING Climate Fellow of Clean Air - Cool Planet <ul style="list-style-type: none">• Quantified the environmental and cost saving benefits of truck fleet fuel efficiency measures in five case studies.• Conducted pilot life cycle assessment and supporting primary data collection for five products from three manufacturing facilities at Poland Spring.• Drafted environmental and safety management system for water tanker truck fleet to ISO 14001 standards.	Hollis, ME
2009	BUSINESS FOR SOCIAL RESPONSIBILITY Sustainability Research Analyst <ul style="list-style-type: none">• Managed three fellow students in a life cycle assessment research consulting project for H&M clothing company. Delivered report mapping carbon hot spots in the apparel supply chain from available literature to BSR ahead of schedule.	Ann Arbor, MI
2005-2008	INDUSTRIAL ECONOMICS, INC. Senior Research Analyst <ul style="list-style-type: none">• Managed three volunteers, and multiple data streams including over five hundred samples from November 2007 San Francisco Bay oil spill in emergency response phase of natural resource damage assessment. Data will serve as basis for monetary damages claim against the responsible party.• Proposed company-wide carbon emissions inventory. Received executive managing partners' buy-in, and analyzed initial baseline emissions.• Co-authored report describing potential ecological impacts of climate-induced sea level rise on mid-Atlantic coastlines. Published in 2009 as part of EPA's Climate Change Science Program's Synthesis and Assessment Report series.• Quantified economic impacts of Endangered Species Act rulemakings for five species through stakeholder interviews and research. Results inform critical habitat designation decisions by U.S. Department of Interior.	Cambridge, MA
2004-2005	AMERICORPS VISTA URBAN ECOLOGY INSTITUTE Education Program Assistant <ul style="list-style-type: none">• Implemented long-term ecological field studies with seven Boston high school classes, adapted curriculum components for students with special needs, improving learning opportunities.	Boston, MA
ADDITIONAL	<ul style="list-style-type: none">• Four-season captain for ultimate Frisbee recreational league teams. Organized two tournaments with over 100 participants each, raising over \$3,500 for charity.• Proficient in Spanish and French.	

STEUART BOTCHFORD

1420 Brooklyn Ave • Ann Arbor, MI 48104
sbotch@umich.edu • 662.347.7024

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2012 <ul style="list-style-type: none">• Emphases in Sustainable Enterprise and Corporate Strategy• GMAT: 720 (95th percentile), Writing: 6.0/6.0• Elected Ross Student Association Representative• Member: Net Impact, Ross Energy Club, Organizational Strategy Club School of Natural Resources and Environment Master of Science, April 2012 <ul style="list-style-type: none">• Sustainable Systems Concentration• Admitted to Erb Institute for Global Sustainable Enterprise	Ann Arbor, MI
	MERCER UNIVERSITY College of Liberal Arts Bachelor of Arts, May 2007 <ul style="list-style-type: none">• Majored in Economics and Philosophy with Great Books core• Student Government President• Griffin Bell Award (highest graduation award given by the university to only one student of all eleven colleges and schools) and Presidential Scholar (full scholarship)	Macon, GA
EXPERIENCE 2007-2009	TEACH FOR AMERICA Director, Workshops and Resources, 2009 Houston, TX <ul style="list-style-type: none">• Hired and managed team of eight employees to plan professional development workshops and manage resource distribution for five-week long intensive teacher training conference• Developed and analyzed metrics using STATA to appraise teacher effectiveness as proxy for student achievement to plan content for professional development workshops• Designed operational systems for professional development workshops that included 120 presenters and 832 participants• Created strategic and project plans to support National Teacher Preparation Team strategic plan and metrics, and met 94% of benchmarks• Built an 11,000 book library and resource distribution center to serve as a primary instructional support mechanism for new teacher training; increased satisfaction rating by 20% over 2008 Corps Member, 2007-2009 Leland, MS <ul style="list-style-type: none">• Selected as one of 3,300 of 19,000 applicants to serve as a member of the national corps of outstanding recent college graduates who commit two years to teach in under-resourced urban and rural public schools• Developed and implemented data driven and goal oriented elementary curricula which helped to increase student mastery of state learning objectives by 208% year over year as measured by comprehensive statewide standardized test• Led a course on teaching math conceptually for teachers across the state at monthly professional development meetings, received 88% satisfaction rating on end-of-course survey• Completed coursework to be certified as a Master Teacher of Economics by the State of Mississippi and taught high school economics class• Reorganized Parent Involvement Center operations and marketing to focus on promoting parent engagement, received 50% more usage in three months achieved	
ADDITIONAL	<ul style="list-style-type: none">• Semi-professional cellist and founder of a profitable business to book musicians for paid performance opportunities• Fly fished and hiked in sixteen countries on four continents• Coached poor performing junior varsity basketball team to division championship• Interested in ancient civilizations; interned at an archaeological dig in Corinth, Greece during the summer of 2005	

GRAHAM BROWN

504 W Davis Ave • Ann Arbor, MI 48103
glbrown@umich.edu • 206.892.8084

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources Master of Business Administration / Master of Science, April 2012 <ul style="list-style-type: none">• Emphases in Environmental Strategy and Sustainability• Committee leader on Erb Action Plan team• Member of Net Impact, Real Estate Club, Energy Club, Student Sustainability Initiative• GMAT: 770, 99th percentile. Analytical writing 6.0/6.0	Ann Arbor, MI
	STANFORD UNIVERSITY Bachelor of Science in Product Design, June 2005 <ul style="list-style-type: none">• GPA: 3.7 / 4.0	Palo Alto, CA
EXPERIENCE	THE SCHUSTER GROUP Sustainable Planning Administrator <ul style="list-style-type: none">• Analyzed regional trends in sustainable-construction policy, financing, and competition for Seattle-area condominium developer; strategic recommendations adopted by management team• Designed internal "Schuster Index" trend-tracking database to assess overall health of building market and timing of investments; tool added to 2009 shareholder report	Seattle, WA
2009		
2008-2009	SELF-EMPLOYED Manager / Site Supervisor <ul style="list-style-type: none">• Formed LLC, purchased site, developed detailed project schedule and budget, and performed full architectural design for \$300,000 duplex remodel; in process• Hired and managed employees (one full-time, two part-time), contractors, and engineers	Seattle, WA
2006-2009	LAIRD NORTON COMPANY Family Council Committee Member <ul style="list-style-type: none">• Initiated review and designed initial layout for updated version of intra-family website for 153-year-old family company; saved \$10,000 in annual site hosting fees• Planned and emceed social events for 250-person shareholder meetings in 2007-2009	Seattle, WA
Part-time		
2006-2008	DYNA CONTRACTING Site Supervisor / Carpenter <ul style="list-style-type: none">• Supervised up to 15 subcontractors and employees on multiple construction sites for high-end custom home builder• Researched green-building techniques and certification; performed logistical planning and analysis that led to company's first Built Green certified project• Managed final close-out of \$1.5M condominium project and maintenance / upkeep of \$2.2M speculative property	Seattle, WA
2005-2006	THE RIEKES CENTER Development Assistant / Athletic Coach <ul style="list-style-type: none">• Created grant application materials, donor management database, and fundraising mailings for new development office; raised \$22,000 in grants in first month• Rebuilt outdated company website, increasing web traffic 300% and enabling new coordinated marketing plan	Menlo Park, CA
ADDITIONAL	<ul style="list-style-type: none">• LEED Accredited Professional with experience in construction and real estate investing• Co-chair of Climate Change focus area of \$25M Seattle foundation (volunteer position)• Wilderness First Responder and graduate of 30-day backcountry skills course• Performed with nation's only collegiate traditional square-dance exhibition team• Avid pizza-baker & woodworker; intermediate guitar & bluegrass banjo player	

KATHRYN A. BUCKNER

5683 Timberridge Drive • West Bloomfield, MI 48324
kabuckne@umich.edu

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2011 <ul style="list-style-type: none">• Emphasis in Environmental Policy, Strategy, and Sustainability• GMAT Score 750 (98th Percentile) School of Natural Resources and the Environment Master of Science, May 2011 <ul style="list-style-type: none">• Emphasis in Sustainable Systems	Ann Arbor, MI
	UNIVERSITY OF ILLINOIS College of Law Juris Doctor cum laude, May 1987 <ul style="list-style-type: none">• Editor of the Law Review; Rickert Award for Excellence in Legal Writing• American Jurisprudence Award (Ethics); Letter of Commendation (Torts)• Dean's List (1985-86); Harno Scholar (1984); Kerker Memorial Scholar (1984-87) College of Business Administration Bachelor of Science with High Honors, May 1982 <ul style="list-style-type: none">• James Scholar and Dean's List (all semesters); Beta Gamma Sigma (Honorary Business Fraternity)	Champaign, IL
EXPERIENCE	SELF-EMPLOYED BUCKNER LAW GROUP	Bloomfield Hills, MI
2002-Present	Owner/President <ul style="list-style-type: none">• Authored Wayne County Storm Water Management Program (ordinance and rules); provide continued legal expertise for program implementation.• Negotiated resolution of \$1.9 million enforcement action brought by USEPA against private client.• Developing and implementing strategy for multi-million dollar cleanup of popular local park contaminated with lead.• Conducted environmental due diligence on behalf of various transactional clients, including client with multi-state operations seeking \$140 million securitized loan.	
1994-2002	SEYBURN KAHN GINN BESS & SERLIN Attorney <ul style="list-style-type: none">• Represented regulatory and transactional clients in general environmental law practice.• Represented local air quality management agency in connection with policy development, ordinance enactment, and program implementation.	Southfield, MI
1992-1994	FOLEY & LARDNER LLP Attorney <ul style="list-style-type: none">• Specialized in Superfund litigation; counseled clients in regulatory compliance; and oversaw environmental aspects of real estate transactions.	Chicago, IL
1989-1992	SIDLEY AUSTIN LLP Attorney <ul style="list-style-type: none">• Represented various clients in wide range of environmental matters, including cost-recovery, hazardous waste regulation, wetlands, noise pollution, and environmental aspects of business transactions.	Chicago, IL
ADDITIONAL	<ul style="list-style-type: none">• East Michigan Chapter Air & Waste Management Association (elected President, 2006-07; Vice President, 2005-06; Secretary, 2002-05)• Adjunct Professor of Law, Wayne State University School of Law (Winter 2003)• Awarded prestigious Judicial Clerkship with Hon. James F. Holderman, Jr., United States District Court for the Northern District of Illinois (1987-89)• Achieved academic honors in business management and operations courses at University College, Cardiff, Wales, United Kingdom (September 1981 - June 1982).	

MICHAEL S. BUDAY

1412 Shadford #6 ♦ Ann Arbor, MI 48104 ♦ (248) 408-9926 ♦ buday.mike@gmail.com

SUMMARY OF QUALIFICATIONS

Applies strong communication, mentoring, and leadership skills to create a productive work environment that fosters teamwork and performance excellence. Repeated success in diverse cultures and industries undergoing rapid change and increasing competitive pressure.

- Twelve years experience in sales, accounting, IT, and management.
 - Four years as an innovative and socially-responsible entrepreneur.
 - Two years international experience building sustainable development in a developing country.
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FULL-TIME EXPERIENCE

Mechanical Energy Systems – Canton, MI (July 2007 – April 2009)

Assistant to the President

Design, sell, and install renewable energy systems with one of Michigan's leading installers and distributors of alternative energy systems. Manage projects and dispatch technicians. Prepare financial reports.

Village Chrysler Jeep – Royal Oak, MI (October 2005 – August 2006)

Office Manager

Responsible for operation of accounting department including supervision and training of staff. Prepared deposits, commissions, electronic funds transfers, and payables. Billed deals. Oversaw receivables and inventory control. Processed warranty claims. Developed efficient and accurate accounting systems.

- Proposed expense controls amounting to \$180,000 annual savings to organization.
- Collected over \$50,000 of past due receivables.

Peace Corps – Kingston, Jamaica (July 2003 – August 2005)

Information Technology Advisor, Acting Bursar (2003-2005), Volunteer Advisor (2004-2005)

Facilitated the education of students, teachers, staff, and community members in IT, primarily basic OS and software applications. Designed new accounting system. Prepared four years of financial records for Ministry audit. Trained staff to understand and maintain system. Selected to aid volunteer development.

Buday's Tasty Health, Inc. - Berkley, MI (June 1998-September 2002)

President

Managed operations of a retail health food enterprise, including design, implementation, and supervision of accounting, inventory and workflow systems. Hired, trained and supervised staff. Maintained and revised operations, marketing, and financial plans. Managed compliance of local, state, and federal regulatory systems.

- Increased revenues 270% over a three year period (to 75 customers per day).
- Achieved profitability after first full year in business.
- Instituted free nutritional treatment program for cancer patients and survivors.

Birmingham Chrysler-Jeep, Inc. – Troy, MI (September 2001-April 2002)

Floor Manager

Negotiated and approved sales and leases (avg. 32 per mo.). Trained, motivated, and supervised sales team.

Roseville Chrysler-Plymouth, Inc. - Roseville, MI (June 1990-September 1999)

Nine years of increasing responsibility in key sales, management, accounting, and IT roles at one of the world's top retailers of Chrysler vehicles.

Office Manager, Assistant Controller, System Administrator (1995-1998)

Responsible for operation of accounting department, including hiring, training and supervision of administrative staff. Prepared tax returns and payments. Programmed and generated management reports and financial statements. Developed efficient and accurate accounting systems. Served in key roles on committees.

Service Advisor/Dispatcher (1994) Facilitated prompt service of vehicles.

Finance Manager (1993-1994) Sold service contracts (50% penetration) and finance insurance (25%). Maintained lending institution relationships (99% approval rate).

Assistant New Car Sales Manager, Sales Trainer (1992-1993) Negotiated transactions. Trained sales team.

System Administrator (1992) Coordinated design, installation, and maintenance of ADP computer system.

New Car Sales Representative (1990-1993) Maintained top tier customer satisfaction index.

CONTRACT WORK AND PART-TIME EXPERIENCE

United Solar Ovonics – Troy, MI (May 2009 – Present)

Research and Development Intern

Conduct competitive product analysis. Provide lab-based project support.

Able Power – Ann Arbor, MI (September 2007 – March 2009)

Consultant to Dodge City of Rochelle

Audit financial records and procedures. Train accounting staff. Develop efficient and accurate systems.

Kelly Services, Inc. – Auburn Hills, MI (January 2007 – May 2007, November 2002 – May 2003)

Contract Employee to several organizations in various industries

Exceeded employer's expectations and clients' performance standards in several short-term job assignments.

Don Thomas Sporthaus, Birmingham, MI (July 1986 – March 1991)

Coordinated special events. Maintained appearance, layout and fronting of showrooms, shop, and offices of one of Michigan's premier high-end sports retailers.

EDUCATION

Master of Business Administration and Master of Science – Sustainable Systems, University of Michigan, Ann Arbor, MI (Candidate 2012)

Bachelor of Science – Management and Information Systems, GMI Engineering & Management Institute, Flint, MI (1995)

PROFESSIONAL AND ACADEMIC AWARDS

- Rackham Non-Traditional Student Fellowship (2009)
- School of Natural Resources and Environment Recruitment Fellowship (2008)
- United Nations International Volunteer Day Award nominee (2004)
- Dean's List Oakland Community College, 4.0 GPA (2003)
- ISO 9000 certified quality auditor (1998)
- Cum Laude GMI, 92.97 cumulative GPA (1995)
- Sigma Alpha Chi (honor society reserved for top ten percent of class) (1994-95)
- Management Honor Society (corporate sponsored leader) (1994-95)
- Dean's List GMI (six terms) (1991-94)

PROFESSIONAL AND PERSONAL DEVELOPMENT

- GLREA Apprentice Certificate of Photovoltaic Systems Integration and Installation (2007)
- Great Lakes Renewable Energy Association member, contributor, student, and volunteer (2006-present)
- American Solar Energy Society member (2007-present)
- Solar and Other Renewable Energy Sources (four credit hours 2003)
- Digital Photography and Editing (four credit hours 2003)
- Support group guest lecturer and healthy cooking demonstration host (1999-2002)
- Bicycling, camping, canoeing, hiking (1982-present), Indoor and Outdoor Rock Climbing (1994-present)
- CSB – Boys' Youth Group leader (1995-98), member, volunteer (1982-present)
- Performance roles GMI Drama Club (1991-94)
- Peer counselor GMI (1993-1994)

LANGUAGE SKILLS

Significant exposure to Spanish, Armenian, and Jamaican Patois.

GREGORY BUZZELL

1700 Geddes Ave, Apt A11 • Ann Arbor, MI 48104
gbuzzell@umich.edu • 570.490.4437

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources Master of Business Administration/Master of Science, April 2011 <ul style="list-style-type: none">• Emphases in Corporate Strategy, Finance and Sustainability• Elected VP Sustainability, Net Impact Club: University wide focus on developing relationship with administrators for sustainability related issues• Student Sustainability Initiative Board member: Lead coalition of 20+ student environmental organizations in developing ongoing relationship with Administration; effectively lobbied the administration to hire a full time sustainability director• GMAT: 720 (95th Percentile)• Member: Energy, Consulting, Emerging Markets, and Ski Clubs	Ann Arbor, MI
	BUCKNELL UNIVERSITY Bachelor of Arts, May 2005 <ul style="list-style-type: none">• Graduated Magna cum Laude; Received William C. Gretzinger prize for top student in Economics department.• Played Division 1 Varsity Soccer for 4 years; NSCAA Scholar all region 2003, 2004; Sportsmanship Award 2002	Lewisburg, PA
EXPERIENCE Summer 2009	ACCENTURE (W/ ENVIRONMENTAL DEFENSE FUND) Internal Consultant <ul style="list-style-type: none">• Developed business case for strategic investments in SMART Building Technology to increase energy efficiency in Accenture's global office portfolio. Implementation of recommendations will lead to savings of over \$2.9MM and 47,000 metric tons of CO2 over five years• Analyzed feasibility of SMART Building Technology for Accenture's portfolio of over 400 office locations worldwide• Developed prioritization schedule for new eco-initiatives after feasibility and cost/benefit analysis	San Francisco, CA
2005-2008	JPMORGAN CHASE & CO. Associate: Foreign Exchange Trading, 2007-2008 <ul style="list-style-type: none">• Created trade plan by analyzing of dynamic price action and researching extraneous factors affecting global exchange rates. Provided a framework for pricing strategy for the Canadian Dollar on a daily basis• Developed short, medium, and long term view of global macroeconomic environment by interviewing clients and evaluating landscape and currency implications. Presented research on daily calls to team members and sales force• Collaborated with team of currency traders to provide insight into strategies and views of market and provide support services to other traders. Teamwork resulted in producing \$1.5MM revenue of first half of 2008 Analyst, 2005-2007 <ul style="list-style-type: none">• Provided back up trading services for main trading books of the G7 currencies. Managed market making risk to produce revenue for budget of \$1M revenue	New York, NY
M.A.P. 2009	PRATT & WHITNEY Student Consultant <ul style="list-style-type: none">• Developed launch strategy for new geothermal generator based on analysis of oil and gas value chain, market research, electric utility regulatory framework, and available natural resources	Hartford, CT
ADDITIONAL	<ul style="list-style-type: none">• Fresh Air Fund Volunteer: Mentor to group of high school students to prepare for college and entry into workforce.• Hobbies: Running, hiking, skiing, soccer	

LUIS CALDERON

2513 Packard St, Apt E • Ann Arbor, MI 48104
luisald@umich.edu • 703.786.7899

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources (Erb) Master of Business Administration/Master of Science, Dec 2010 <ul style="list-style-type: none">• Emphases in Finance, Entrepreneurship, and Sustainable Systems• GMAT Score: 720 (96th Percentile)• Full Merit Scholarship Recipient• Co-Founder of Social Venture Fund - nation's first social student venture fund• Elected: Co-President Entrepreneur & Venture Club• Selected: Student Advisor for \$3.5MM Wolverine Venture Fund• Selected: Investors' Circle Venture Fellow• Selected: Zell Lurie Institute for Entrepreneurship Scholar• Michigan Business Challenge-2nd, Adobe Tech Innovation Award, UVA Business Plan-2nd, DFJ/Cisco Global Business Plan-Finalist, Acumen Fund Case-2nd• Student Co-Founder of University of Michigan Wolverine Angel Network	Ann Arbor, MI
	UNIVERSITY OF VIRGINIA School of Engineering & Applied Science Bachelor of Science in Electrical Engineering, March 2000 <ul style="list-style-type: none">• Concentration in Biomedical Engineering	Charlottesville, VA
EXPERIENCE Summer 2009	EARLY STAGE PARTNERS, LP Venture Analyst <ul style="list-style-type: none">• Sourced technology and renewable energy deals resulting in several investment leads• Developed market-entry and exit strategy for portfolio companies	Cleveland, OH
M.A.P. 2009	IMARA CORPORATION Consultant <ul style="list-style-type: none">• Developed go-to-market strategy for VC-backed startup to commercialize lithium-ion battery technology in outdoor power equipment market	Menlo Park, CA
2006-2008	IRDETO (IBS INTERPRIT) BUSINESS SYSTEMS SUPPORT Senior Business Analyst <ul style="list-style-type: none">• Led several 3-4 member teams to implement operational support systems for pay media industry, multi-national clients, generating over \$10M in revenue• Attended client sales meetings, wrote proposals, and presented to director and C-level employees contributing to sales of more than \$27M	Carlsbad, CA
2005-2006	MEDIMPACT HEALTHCARE SYSTEMS Business Analyst III (Sr. Business Analyst) <ul style="list-style-type: none">• Managed multiple teams (3-6 resources) to design and implement strategic high risk, high profile software solution for healthcare services provider; increased revenues by over \$75M in first year after implementation	San Diego, CA
2003-2005	BOOZ-ALLEN & HAMILTON Senior Consultant (Sr. System Analyst/Team Manager) <ul style="list-style-type: none">• Developed and executed plan, risk analysis, mentoring and resource allocation of teams (6-20 reports); managed plan resulting in timely completion of \$100M project	McLean, VA
2000-2003	CAPGEMINI US LLC (SOGETI USA) Senior Consultant <ul style="list-style-type: none">• Analyzed requirements, tested, and implemented \$1 billion telecommunications billing system; product was implemented on schedule and well-received by users	Vienna, VA
2000	24-7 COMPUTER SERVICES Co-Founder <ul style="list-style-type: none">• Fourth founding member of startup, funded by private equity/venture capital firm, focused on creating e-commerce solutions	Charlottesville, VA
ADDITIONAL	<ul style="list-style-type: none">• Attended Buffet U and met the legendary investor Warren Buffett	

DAN CANTOR

701 S Main St #2 • Ann Arbor, MI 48104
dancan@umich.edu

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2012 <ul style="list-style-type: none">• Emphasis on Entrepreneurship and Sustainability• Director of Social Marketing Case Competition for Net Impact School of Natural Resources and Environment Master of Science, April 2012 College of Literature, Science & Arts Bachelor of Science, April 2006 <ul style="list-style-type: none">• Overall GPA 3.54/4.00• University Honors: Fall 2003, Winter 2004, Fall 2004, Winter 2006	Ann Arbor, MI
EXPERIENCE 2008	SMOOTHIE LLAMA Founder <ul style="list-style-type: none">• Developed idea for new smoothie business that sells locally grown and fair-trade certified produce via a mobile unit, selling at farmers markets and events, delivers to businesses, and makes rounds like an ice-cream truck.• Wrote a full 40 page business plan including marketing, operations, and financial plans	Ann Arbor, MI
2006-2008	EMPOWERMENT GROUP Youth Entrepreneurship Coordinator, 2007-2008 <ul style="list-style-type: none">• Wrote a four month youth entrepreneurship curriculum by researching content standards and developing hands-on activities applicable for our target audience of low-income, urban high school students and specific objectives of a written business plan and 10 minute presentation.• Led a marketing campaign and surpassed company goals by delivering presentations and building relationships to have nine local public schools sponsor our program• Interviewed, hired, trained, and managed seven instructors to teach the curriculum at nine different schools throughout Philadelphia• Created and led student information sessions within schools, recruiting 80 participants into a voluntary, 4 month after-school commitment• Monitored and responded to needs of all nine schools through site visits and follow-up with instructors, program participants, and school administrators• Facilitated the launching of youth businesses by empowering youth to take next steps with start-up financial awards, developing action plans, and providing connections with experts in their field AmeriCorps VISTA, 2006-2007 <ul style="list-style-type: none">• Performed marketing and outreach responsibilities for four separate youth entrepreneurship initiatives, including developing materials, identifying prospective customers, making sales calls, and delivering presentations• Planned and organized two city wide youth social entrepreneurship conferences, developing new curriculum and activities, organizing all logistics, and tripling the average attendance from 30 to 90 participants from previous conferences	Philadelphia, PA
2009	MHEALTHY UNIVERSITY OF MICHIGAN HEALTH SERVICES Wellness Assessment Site Coordinator <ul style="list-style-type: none">• Organized opening and closing procedures for wellness assessment locations where up to 48 participants may be screened per hour• Provided support and oversight for up to 14 staff members throughout the day• Found a solution to any issue that arose during the course of events, typically involving IT and participant satisfaction	Ann Arbor, MI
ADDITIONAL	<ul style="list-style-type: none">• Scuba diver, sports lover, and yoga practitioner	

ADAM CARVER, CFA

619 E. University Ave, Apt. 606 • Ann Arbor, MI 48104
carv@umich.edu • 203.984.8851

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2012 <ul style="list-style-type: none">• GMAT: 740 (97th Percentile)• Concentration: Finance and Entrepreneurship• Member: Ross Energy Club, Entrepreneur & Venture Club, Finance Club, Net Impact School of Natural Resources and Environment Master of Science, May 2012 <ul style="list-style-type: none">• Concentration: Sustainable Systems• Designed Deepwater Energy Generator for 2009 Vestas Wind Innovation Competition• Founding Member Project Suncard: Investing Consumer Credit Assets in Alternative Energy Infrastructure. Potential Sponsors - Google, Walmart, JWT Advertising. SKIDMORE COLLEGE Bachelor of Arts, June 2004 <ul style="list-style-type: none">• GPA: 3.5/4.0, Cum Laude, Dean's List, Periclean Honor Society• Majors: Business Administration and Spanish	Ann Arbor, MI Saratoga Springs, NY
EXPERIENCE Summer 2009	GENERAL ELECTRIC CAPITAL CORP. Summer Intern, Corporate Treasury <ul style="list-style-type: none">• Devised enhanced methodologies for valuing GECC's interest rates derivative assets, including a \$500mm 30-year accretion bond issuance and a \$200mm 15-year European Swaption for the Senior VP of Risk Management.• Designed and implemented a market validation program to instantaneously corroborate forward currency rates against data from Reuters. The initiative was so well received senior management hired a full-time consultant to continue the project upon completion of my internship.	Stamford, CT
2006-2008	MORGAN STANLEY Trader, Structured Credit Products <ul style="list-style-type: none">• Engaged in valuation, optimization modeling and market-making in Collateralized Debt Obligations, Corporate Credit Default Swaps and other Fixed Income Instruments.• Conducted extensive daily due diligence and risk attribution analysis, in addition to exhaustive long-term audits of internal pricing methods that resulted in significant economic gain and amplification of the Firm's competitive positioning.• Collaborated with Morgan Stanley Sales Coverage to assess and advise on funding requirements for our Hedge Fund, Insurance and Pension Client Accounts.• Drafted and executed capital structure arbitrage strategies, generating profit by pairing single-name credit default swaps with benchmark financial indexes.• Promoted to trading position under the tutelage of Morgan Stanley's Senior Index Tranche trader in December 2007.	New York, NY
2005-2006	THE ROYAL BANK OF SCOTLAND Bookrunner, Credit Default Swap Operations <ul style="list-style-type: none">• Led an assortment of operations projects aimed at enhancing RBS's efficiency in back office reconciliation, such as automating the manual accounting of our Senior Automotive trader's asset portfolio.• Collaborated with various brokers, dealers and market participants to devise strategies to mutually reduce net credit risk and counterparty exposures.	Greenwich, CT
ADDITIONAL	<ul style="list-style-type: none">• Avid Camper/Outdoor Enthusiast. Sustained a month in Bryce Canyon, Utah with only a knife, compass and poncho through the BOSS Outdoor Survival School.• Notable Mountain Climbing Summits: Mont Blanc via the "3 Mont Blanc Traverse" (Ten Hours, 15,800 ft.), Matterhorn via Northeast Ridge Route (Nine Hours, 14,800 ft.)• Co-Coordinator Washtenaw County Talent Exchange for Disabled Persons• Volunteer Exercise Coach and Tennis Instructor at Ann Arbor Independent Living• CFA, NASD Series 7 and Series 63 certified	

JENNIFER CASLER, CPA

1206 Astor Avenue, Apt. 4833 • Ann Arbor, MI 48104
weinjenn@umich.edu • 517.303.1529

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business, School of Natural Resources Master of Business Administration, Master of Science in Environment, May 2011 <ul style="list-style-type: none">• Fellow at the Erb Institute for Global Sustainable Enterprise• Emphases in Strategy and Sustainability• Elected section Health & Wellness chair• Erb Institute peer coach• Member of Net Impact, Real Estate Club, Consulting Club, Michigan Business Women• Developing methodology to determine optimal financial alternatives for brownfield redevelopment for ExxonMobil (Master's Project)• Received academic scholarship• Awarded scholarship to attend Corporate Leadership and Sustainability Summit• GMAT: 740 (98th percentile)	Ann Arbor, MI
	MICHIGAN STATE UNIVERSITY Eli Broad College of Business, Honors College Bachelor of Arts in Accounting, December 2005 <ul style="list-style-type: none">• Magna Cum Laude, Cumulative GPA: 3.94/4.00• International Business Specialization	East Lansing, MI
EXPERIENCE	INGHAM COUNTY DRAIN COMMISSIONER Environmental Management and Assessment Intern <ul style="list-style-type: none">• Researched Best Management Practices for stormwater management and updated statutory "Rules of the Ingham County Drain Commissioner" accordingly.• Collaborated with Drain Commissioner and staff to implement new process for assessing county residents for ecosystem services, resulting in annual revenues of \$2M.	Mason, MI
2009		
2005-2008	PLANTE & MORAN, PLLC In-Charge Accountant, 2007-2008 <ul style="list-style-type: none">• Managed financial and compliance audits of approximately 50 small- to medium-sized organizations per year, including supervising 2-3 staff and communicating directly with clients and audit partners.• Expanded market base by researching laws for untapped regions and industries, obtaining required licenses, drafting audit programs, and communicating directly with state agencies and potential clients; resulting in addition of three clients as of July 2008.• Facilitated review of internal controls over an after-school program for client in charter school industry, resulting in recommendations for increasing revenue \$50K annually.• Improved audit efficiency of a chamber of commerce client, resulting in 30% increase in engagement profitability and increased client satisfaction. Staff Auditor and Tax Preparer, 2005-2006 <ul style="list-style-type: none">• Identified and communicated accounting issues to managers and partners, resulting in restatement of \$1M+ to a client's previously audited financial statements.• Initiated and managed "Weight Watchers at Work" sessions during tax season, resulting in enhanced employee morale and team atmosphere.	East Lansing, MI
2007-2008	KEHILLAT ISRAEL Executive Board Member, Co-chair of Social Action Committee <ul style="list-style-type: none">• Engaged Executive Board members in initiative to improve internal controls in order to increase oversight and transparency.• Mediated debates over highly controversial endeavors and challenged committee to collaborate with divisive members, resulting in finding common ground and increasing committee's base of skills and knowledge.	Lansing, MI
ADDITIONAL	<ul style="list-style-type: none">• Owner and landlord of residential property in Okemos, Michigan.• Toured 17 countries throughout N. America, S. America, Europe, and Middle East.• Monitor water velocity and pollutants for streams overseen by Huron River Watershed Council, aiding in compliance with national requirements.	

YIH-WEI CHIEN

425 Hill St. #101 • Ann Arbor, MI 48104
ywc@umich.edu • 734.678.2238

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2012 <ul style="list-style-type: none">• Emphases in Marketing and Corporate Environmental Strategy• GMAT: 760 (99th percentile)• Finalist for Medtronic Case Competition• Elected: Section Sustainability Chair by 88 peers• Selected: Net Impact Director of Waste Reduction and Ross Student Ambassador• Member: Marketing, Healthcare and Life Sciences, and Net Impact Clubs School of Natural Resources and the Environment Master of Science in Natural Resources and the Environment, April 2012 <ul style="list-style-type: none">• Erb Institute for Global Sustainable Enterprise dual degree student• Concentration in Environmental Policy and Planning College of Literature, Science, and the Arts Bachelor of Science in Economics and Biology, April 2003	Ann Arbor, MI
EXPERIENCE 2008-2009	GENENTECH, INC. Research Assistant <ul style="list-style-type: none">• Developed and transferred analytical method that reduced degradation analysis turnaround time by 70%• Performed late stage protein purification process development analysis for Pulmozyme, a \$300M+ protein therapeutic administered to patients with cystic fibrosis• Implemented sustainable initiatives and reduced the environmental impact at Genentech as a member of Green Genes	South San Francisco, CA
2003-2007	JOHNSON & JOHNSON (ALZA CORPORATION) Associate Scientist, 2007 <ul style="list-style-type: none">• Managed cross-functional environmental projects that reduced annual oxygenated hazardous waste generation by 69% and greenhouse gas emissions by 25%• Coordinated the receiving, testing, and release of \$1M+ raw materials used in the manufacturing and production of Doxil• Trained scientists on 20+ analytical methods, protocols, and standard operating procedures by designing and administering detailed training tutorials Assistant Scientist, 2003-2007 <ul style="list-style-type: none">• Analyzed and ensured the quality of three major products that generated \$1.8B+ in sales• Led quarterly safety inspections of five laboratories to ensure company compliance with the latest EH&S specifications and EPA regulations• Overhauled the environmental monitoring process in five laboratories, resulting in a management time savings of 30%• Trained 20 scientists monthly on a behavior based safety program to help the company reach 90%+ coverage within three months of implementation• Prepared and presented annual deviation report to laboratory managers from six different countries at J&J's global Laboratory Investigation Trends conference• Executed the evacuation of a laboratory and provided emergency medical support to an injured scientist immediately following a chemical explosion	Menlo Park, CA
ADDITIONAL	<ul style="list-style-type: none">• Fluent in Mandarin Chinese• Vice President of Customer Service and Operations at Dream League, a non-profit organization that provides employment and development opportunities to disadvantaged inner city youth• Avid basketball player who has travelled to San Francisco, Sacramento, Los Angeles, Las Vegas, and Houston to compete in tournaments	

CHARLOTTE COULTRAP-BAGG

1131 Church St, #102 • Ann Arbor, MI 48104
cacb@umich.edu • 917.287.8567

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2011 <ul style="list-style-type: none">• Member: Net Impact Club, Michigan Business Women, Ross Energy Club• GMAT: 730 (96th percentile) School of Natural Resources and the Environment Master of Science in Sustainable Systems, April 2011 <ul style="list-style-type: none">• Erb Institute for Global Sustainable Enterprise dual degree• "Implementing a Plan for a Viable Future at Holy Cross Abbey" Master's Project• VP of Program Navigation responsible for bringing academic and professional resources to Erb students• Community Chair for Student Government responsible for building SNRE community	Ann Arbor, MI
	DARTMOUTH COLLEGE Bachelor of Arts in Environmental Studies, June 2003 <ul style="list-style-type: none">• Major Concentration: Natural Resource Management (Departmental Honors)• Senior Honors Thesis: Private Investment in Dams in the Third World	Hanover, NH
EXPERIENCE Summer 2009	ENVIRONMENTAL DEFENSE FUND Summer Intern <ul style="list-style-type: none">• Conducted industry research to develop strategy to reduce electronic waste with a major corporation (confidential)• Developed strategy to reduce fuel consumption of heavy-duty truck fleets• Developed webpages on energy efficiency opportunities for industrial facilities	Boston, MA
2004-2008	ICF INTERNATIONAL Associate, 2007-2008 <ul style="list-style-type: none">• Coordinated and drafted technical and financial business proposals for projects valued from \$50,000 to \$300,000 for state, national, and international clients.• Developed and maintained content of Climate Change Market section of ICF's public website (most visited section) demonstrating breadth of expertise to improve web visibility, attracting new clients.• Conducted industry research for and contributed to greenhouse gas (GHG) and ozone-depleting substance (ODS) emissions inventory modeling in the refrigeration and air conditioning sector.• Managed budget and client relations for major EPA contract, created monthly project reports. Successfully maintained projects within \$2 million budget.• Supervised four junior staff members in drafting of report sections and memoranda, improving their work quality and business writing skills. Analyst, 2006-2007 <ul style="list-style-type: none">• Briefed EPA clients on project status and relevant new information. Research Assistant, 2004-2006 <ul style="list-style-type: none">• Conducted literature research and analyzed data for the Third Performance Evaluation of the Global Environment Facility (GEF), a multilateral fund. Evaluation was used in the allocation of the next round of GEF funding by donor countries.	Washington, DC
2004	UPPER VALLEY LAND TRUST Office Intern <ul style="list-style-type: none">• Assessed opinions of Town Conservation Commissioners (in NH/VT) on land conservation through a survey and summarized findings in a report.• Created training guide for Conservation Commissioners based on UVLT workshops.	Hanover, NH
ADDITIONAL	<ul style="list-style-type: none">• Office Manager of Horace Mann Nursery School Division (2003-2004)• Horseback enthusiast specializing in dressage since age 8.• Avid reader of Revolutionary Era American History	

Julian Dautremont-Smith

juliands@umich.edu

809 E Kingsley St. Apt. # 16 Ann Arbor, MI 48104

(610) 349-5994

WORK EXPERIENCE

Association for the Advancement of Sustainability in Higher Education (AASHE) Lexington, KY
Associate Director August 2005 – August 2009

- Oversaw AASHE's major programs, the American College & University Presidents Climate Commitment and the Sustainability Tracking, Assessment & Rating System (STARS)
- Managed a team of four in the expansion and maintenance of AASHE's online resource center, including the development of an online tool for reporting campus greenhouse gas emissions and the addition of interactive features designed to foster an online community
- Solicited media coverage and responded to press inquiries; regularly quoted in higher education trade press as well as major media outlets, including *New York Times*, *Washington Post*, and *Business Week*
- Developed and maintained strategic partnerships with businesses and non-profit organizations
- Edited AASHE's publications, including a weekly newsletter and a series of how-to guides
- Assisted the Executive Director with other tasks as needed

Program Director February 2005 – August 2005

- Implemented of \$40,000 grant involving the provision of four day-long workshops on sustainability for campuses in the Puget Sound region
- Founded and edited *AASHE Bulletin*, a popular weekly newsletter on campus sustainability
- Performed data entry, basic website maintenance, and other administrative duties

Program Assistant November 2004 – February 2005

- Performed data entry, basic website maintenance, and other administrative duties

Treading Lightly (Fulbright Scholarship host organization) Little Edgehill, Barbados
Researcher October 2003 – August 2004

- Assisted a Barbadian to found Native Sun NRG, a social enterprise that processes waste vegetable oil into cleaner burning biodiesel
- Developed a business plan for Native Sun NRG that led to the company's selection for the second place prize of \$10,000 in the Prime Minister's National Innovation Competition
- Engaged in self-directed research on sustainable development in Barbados

EDUCATION

University of Michigan Ann Arbor, MI
MBA/MS in Sustainable Enterprise September 2009 – May 2012 (expected)

Lewis & Clark College Portland, OR
Bachelor of Arts in Environmental Studies (w. Honors) August 1999 – May 2003

- Graduated Cum Laude (3.77 GPA) and Phi Beta Kappa
- Elected to serve as Chief Justice, a student government position, in my junior and senior years
- Spearheaded a successful and nationally recognized effort to make Lewis & Clark the first American college to declare compliance with greenhouse gas emissions reductions stipulated in the Kyoto Protocol as a coordinator of Students Engaged in Eco-Defense (SEED)
- Appointed as student representative to the Lewis & Clark Sustainability Council in my senior year

HONORS AND AWARDS

- J. William Fulbright student grant to Barbados
- Harry S. Truman Scholarship
- *USA Today* All-USA College Academic Team 2003, Second Team
- National Wildlife Federation Campus Ecology Fellowship

PAUL M. DAVIS

117 W. Mosley • Ann Arbor, MI 48103
pmdav@umich.edu • 650.906.7087

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources MBA/Masters in Environmental Science, April 2011 <ul style="list-style-type: none">• Erb Institute for Global Sustainable Enterprise• Environmental emphases in industrial ecology and green design. Business focus in finance and corporate sustainability strategy.	Ann Arbor, MI
	UNIVERSITY OF CALIFORNIA AT SAN DIEGO Bachelor of Arts - Environmental Science and Policy, December 2000 <ul style="list-style-type: none">• Co-developed a new major combining ecology, economics, public policy, and environmental chemistry.• GPA: 3.89/4.0, Magna Cum Laude, 1996-2000 Provost Honors Recipient	La Jolla, CA
EXPERIENCE	FULL BELLY FARM Company Sustainability Officer and Farming Apprentice <ul style="list-style-type: none">• Assessed farm's social sustainability performance and developed recommendations on how to better serve farm-worker needs.• Collaborated with local farmers in the marketing and implementation of a farmer-owned supermarket in the Sacramento region.	Guinda, CA
2007-2008		
2005-2006	PARQUE CARRASCO Y LA FUNDACION DE LA BIOSFERA Park Administration and Environmental Education <ul style="list-style-type: none">• Co-developed an environmental education program for Bolivia's Parque Carrasco and assisted with the program's implementation in the park's surrounding villages.• Advised la Fundacion de la Biosfera in evaluating the potential for collaborative ecotourism projects with local coffee plantations to increase cloud forest preservation and foster economic development.	Latin America
2004	KERRY-EDWARD'S PRESIDENTIAL CAMPAIGN Southwest Missouri Regional Field Organizer <ul style="list-style-type: none">• Managed five regional offices, three full-time employees and 500 volunteers, creating a successful grassroots organization in a traditionally Democratic dead-zone.• Led outreach activities, delivered daily speeches for the campaign at local engagements, opened sub-regional offices, recruited volunteers and raised thousands of dollars in financial support.	Joplin, MO
2000-2004	SAN DIEGO ASSOCIATION OF GOVERNMENTS Smart Growth and Transit Planner <ul style="list-style-type: none">• Researched and developed innovative smart growth programs to reduce urban sprawl and cut carbon emissions, including: a regional car-sharing program, a pilot Smart Growth Transit Pass program and a Bus Rapid Transit implementation plan.• Managed cross-functional Environmental Justice Grant Team that won \$350,000 in federal and state funding. Utilized funding to implement three new commuter lines connecting low-income communities to growing suburban job parks.• Developed and delivered monthly presentations to elected officials regarding the Regional Transit system's quarterly performance and development goals.	San Diego, CA
ADDITIONAL	<ul style="list-style-type: none">• Developed and taught an Environmental Science course for San Diego's Knowledge is Power Program (KIPP) charter school.• Spent a year and a half backpacking through Latin America and working on environmental and social sustainability projects.• Played in the Bolivian National Basketball Championships 2006.	

QUANG DO

1210 Astor Ave #1423 • Ann Arbor, MI 48104
quangmdo@umich.edu • 408.823.1102

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2012 <ul style="list-style-type: none">• Emphases in Strategy & General Management• Awarded Consortium for Graduate Study in Management Full-Tuition Fellowship• Member: Consulting, Energy, and Net Impact Club• Finalist: A.T. Kearney Ross Global Prize 2009 Case Competition School of Natural Resources and Environment Master of Science - Sustainable Systems, April 2012 <ul style="list-style-type: none">• Focus on Cleantech and behavior changes needed for sustainable development• Member: Erb Institute Strategic Planning Committee	Ann Arbor, MI
	CALIFORNIA POLYTECHNIC STATE UNIVERSITY Orfalea College of Business Bachelor of Science - Finance/Accounting, June 2004 <ul style="list-style-type: none">• Overall GPA: 3.7/4.0, Magna Cum Laude	San Luis Obispo, CA
EXPERIENCE 2006-2009	CHEVRON CORPORATION Financial Analyst, Investor Relations, 2007-2009 <ul style="list-style-type: none">• Led six person cross-functional team that developed quarterly briefing tool used to prepare executive management for interactions with institutional investors and media.• Developed framework and financial analyses for presentations delivered at energy conferences and security analyst meetings, resulting in clear communication of corporate strategies and financial performance.• Analyzed investment profile of top 200 shareholders, created targeting plan to enhance investor relations outreach, resulting in increased net holdings by Midwest clients.• Headed finance recruiting at Cal Poly, San Luis Obispo; organized events, trained new interviewers and successfully hired over 10 full-time hires and summer interns. Accounting Analyst, Corporate Accounting & Analysis, 2006-2007 <ul style="list-style-type: none">• Implemented standardized budgeting process in order to improve consistency, reduce input errors, and better facilitate corporate business planning cycle.• Coordinated and reviewed account reconciliations for corporate departments; achieving 100% accounts reconciled status, compared to benchmark of ~95%.	San Ramon, CA
2004-2006	CHEVRON CORPORATION, FINANCE DEVELOPMENT PROGRAM Financial Analyst, Financial Reporting & Analysis, 2005-2006 <ul style="list-style-type: none">• Analyzed oil & gas production for all 20+ upstream countries and created monthly presentations delivered to Management Committee by Comptroller.• Produced corporate-wide summary of significant accomplishments report, used by Board of Directors in determining annual executive bonuses. Special Projects Coordinator, 2005 <ul style="list-style-type: none">• Restructured Latin America regional Internal Controls group into functional teams, resulting in improved efficiencies and development of subject matter experts.• Organized first-ever regional conference among Latin American business units to share best practices and ensure compliance with Sarbanes-Oxley.• Led four-person team in testing of internal controls required by Sarbanes-Oxley, resulting in passing internal as well as external audits. Decision Support Analyst, N.A. Lubricants, 2004-2005 <ul style="list-style-type: none">• Initiated SAP training for Marketing, Supply Chain, and Commercial Groups, resulting in greater and more efficient use of financial information for project evaluations.	San Ramon, CA Maracaibo, Venezuela
ADDITIONAL	<ul style="list-style-type: none">• First among extended family to graduate from a four-year university in the U.S.• Fluent in Vietnamese.• Learned how to speak Spanish (Basic) and salsa dance while living in Venezuela.	

EMILY DWINNELLS

2026 Hill St. • Ann Arbor, MI 48104
emdwin@umich.edu • 617.458.1942

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2012 <ul style="list-style-type: none">• Accepted into the Tauber Institute for Global Operations; awarded two-year merit-based scholarship• GMAT: 710 (93rd percentile) ASW: 6/6 School on Natural Resources and Environment Master of Science, May 2012 <ul style="list-style-type: none">• Erb Institute for Global Sustainable Enterprise dual degree student KENYON COLLEGE BA, International Studies, May 2001 <ul style="list-style-type: none">• Concentrations in Political Science and Latin American Studies• Three-year Associate of the Kenyon Review literary magazine; competitive process	Ann Arbor, MI Gambier, OH
EXPERIENCE 2008-2009	RAINFOREST ALLIANCE Associate, Office of the President <ul style="list-style-type: none">• Launched Sustainable Financial Initiative as part of a two person team to facilitate access to capital markets for small and medium sized sustainable businesses worldwide• United Nations Representative to the Department for Economic and Social Affairs Division for Sustainable Development to promote environmental interests• Led an international pro-bono law team in a study of government based incentives for sustainable production in Latin America and published the findings in a policy paper distributed by the Organization of American States (OAS) to stakeholders	New York, NY
2005-2008	KELLOGG CAPITAL GROUP, LLC Options and Equities Broker/American Stock Exchange Member <ul style="list-style-type: none">• Executed 300,000-1 million equity/ETF shares and 300-10,000 option contracts daily• Managed Initial Public Offerings (IPOs) on the floor of the American Stock Exchange (AMEX) to provide stabilizing bid and ensure price integrity of new product• Founder of Kellogg Capital's Women's Group	New York, NY
2004-2005	BOSTON STOCK EXCHANGE Floor Services Coordinator <ul style="list-style-type: none">• Managed the front end of the trading platform BEACON to ensure accurate order execution on an average daily volume of 10 million trades through continuous communication with traders and institutional customers• Supervised dispute resolution for the Intermarket Trading System, a technology linking regional stock exchanges within the National Market System	Boston, MA
2003-2004	INVESTOR GROUP SERVICES (IGS) Contract Consultant <ul style="list-style-type: none">• Analyzed market due diligence, industry assesment and strategy review for private equity and corporate customers to frame key issues in takeover transactions• Conducted primary market research used to analyze industry and company performance	Boston, MA
2001-2002	AMERICORPS Volunteer in the Office of HIV/STD Prevention <ul style="list-style-type: none">• Facilitated over 500 HIV/AIDS educational groups within the community and conducted over 1000 HIV counseling and testing sessions in high-risk communities	Salt Lake City, UT
ADDITIONAL	<ul style="list-style-type: none">• Published study analyzing the success of the Forest Stewardship Council (FSC) as a viable model for the development of international sustainable standard systems• Published food and wine travel writer• Graduate of Middlebury College Spanish Language Program• Avid sport enthusiast: triathlons, skiing, hiking, squash, golf, soccer	

F. MARK ELLIS

1117 Olivia Avenue • Ann Arbor, MI 48104
fme@umich.edu • 240.281.4168

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2011 <ul style="list-style-type: none">• Emphasis in Corporate Environmental Strategy• Member: Energy Club, Emerging Markets Club, Ecosystem Valuation Working Group, Net Impact, Erb Speaker Series Committee• GMAT: 710 (94th percentile) School of Natural Resources and Environment Master of Science, April 2011 <ul style="list-style-type: none">• Emphases in Sustainable Systems and Renewable Energy	Ann Arbor, MI
	UNIVERSITY OF MARYLAND College of Agriculture and Natural Resources Bachelor of Science, Environmental Science & Policy, December 1999 <ul style="list-style-type: none">• Concentration in Environmental Economics• Graduated Summa Cum Laude & 1st in Class (GPA: 4.0/4.0)	College Park, MD
EXPERIENCE	FORD MOTOR COMPANY Summer Associate - Sustainable Business Strategies <ul style="list-style-type: none">• Developed business case for replicating Ford Motor Company's international "Urban Mobility" projects in U.S. cities• Analyzed emerging trends in urbanization, regional planning, and sustainable mobility (e.g., vehicle electrification) to successfully identify top U.S. urban markets for mobility project partnership and implementation• Co-authored proposals with project partners seeking up to \$300 million per city of U.S. Department of Transportation funding aimed to stimulate local economic recovery via transportation infrastructure and urban mobility investments	Dearborn, MI
2009	ENERGETICS INCORPORATED Control Systems Security Program Manager, 2005-2008 <ul style="list-style-type: none">• Led business development, strategic planning, and program management support to U.S. DOE cyber security manager, resulting in 60% growth in contract funding and 35% increase in company division revenue• Facilitated 55 senior energy industry experts in cyber security workshop, leading to stakeholder consensus on key trends and drivers, primary security challenges, and priority R&D needs• Authored "Roadmap to Secure Control Systems in the Energy Sector," recommended by the National Infrastructure Advisory Council in report to U.S. President as model cyber security vision and plan for use in all 17 critical infrastructure sectors Technology Delivery Program Manager, 2003-2005 <ul style="list-style-type: none">• Led program management support and devised metrics to track program accomplishments for U.S. DOE's Technology Delivery Manager, resulting in regular progress reports used to refine quarterly goals and annual program operating plans• Collaborated with three national laboratories to synthesize program data for publication in "BestPractices Today", distributed monthly to all EERE employees Energy Efficiency Analyst, 2000-2003 <ul style="list-style-type: none">• Facilitated wind energy and manufacturing industry workshop, and authored resulting report identifying cross-cutting partnership and technology transfer opportunities• Examined energy-water nexus in U.S. manufacturing industries, and presented and published results at 2001 ACEEE "Summer Study on Energy Efficiency in Industry"	Columbia, MD
2000-2008		
ADDITIONAL	<ul style="list-style-type: none">• Avid swimmer, cyclist, rock climber, snowboarder, and guitarist• Skydived from 15,000 feet, free-falling for nearly one minute• Volunteered for Ulman Cancer Fund for Young Adults	

NICK FASSLER

506 West Washington Street, Apt 1 • Ann Arbor, MI 48103
nfassler@umich.edu • 908.720.9089

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources Master of Business Administration / Master of Science, April 2012 <ul style="list-style-type: none">• Emphases in Strategy and Sustainable Systems• Erb Institute for Global Sustainable Enterprise fellow• Selected for Community Consulting Club, Clean Energy Coalition business plan team• Selected as Social Media Director for Ross Net Impact• GMAT: 740, 97th Percentile; 5.5/6.0 Analytical Writing	Ann Arbor, MI
	RUTGERS UNIVERSITY School of Business Bachelor of Science in Marketing, May 2004 <ul style="list-style-type: none">• Graduated with High Honors, 3.7/4.0; Edward J. Bloustein Distinguished Scholar• Co-founder and President of campus sustainability organization	New Brunswick, NJ
EXPERIENCE	M+R STRATEGIC SERVICES	
2007-2009	Online Marketing Manager <ul style="list-style-type: none">• Managed annual advertising budget of over \$3 million for prominent nonprofits including Habitat for Humanity and Easter Seals.• Executed campaign for AARP that recruited hundreds of thousands of leads and raised awareness of health care legislation goals, resulting in 50% expansion of ad budget.• Analyzed historical client advertising data and transformed analytics reports to accurately track ROI for clients, recognizing more than \$10,000 in cost savings.• Developed new training materials for online advertising strategy and trained over 25 staff including Executive VP and Senior VP.	Berkeley, CA
2006-2007	Associate <ul style="list-style-type: none">• Played key coordinator role with small team to manage top clients including Oxfam America, Human Rights Campaign and The Wilderness Society.• Led campaign team on web strategy for Climate Crisis Action Day, bringing thousands of citizens to Washington, DC.	New York, NY
2006-Present Part-time	SELF-EMPLOYED Independent Consultant <ul style="list-style-type: none">• Developed online marketing and social media strategy for Natural Logic's new book, The Truth About Green Business, which the company is currently implementing.• Assessed competitive landscape and compiled report on strategy and revenue model for TheHungersite.com. Recommendations used to expand revenue 30% from partners.• Launched search engine marketing program for local Century 21 Real Estate office. Developed ROI report and helped them increase online leads by over 110%.	Ann Arbor, MI
2004-2006	SRB MARKETING (NOW "S DIALOGUE") Marketing Associate, 2005-2006 <ul style="list-style-type: none">• Managed successful search engine marketing campaign for Yale University, ensuring that the university reached full capacity for all national open houses.• Collaborated on promotional campaign for Ben & Jerry's, generating 22% of web traffic and 35% of campaign sign-ups.• Generated blog and newsletter content; represented SRB at sustainability conferences. Marketing Assistant (Part-time), 2004-2005 <ul style="list-style-type: none">• Designed creative for key client winning Summit International and Jersey Awards.• Achieved proficiency in web coding languages and web analytics tools.	Denville, NJ
ADDITIONAL	<ul style="list-style-type: none">• Board of Directors at food cooperative from 2003 through 2007. Oversaw \$200,000 business improvement loan to relaunch and re-brand the store, resulting in positive cash flows for the first time in ten years.• Avid bread baker, specializing in whole grain artisanal breads.	

COLM FAY

220 W Ann #1 • Ann Arbor, MI 48104
colmfay@umich.edu • 734.277.6867

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2012 <ul style="list-style-type: none">• Emphasis on Corporate Sustainability, and Sustainable Enterprise.• Member of the Community Consulting Club, Net Impact and Emerging Markets Club. School of Natural Resources and the Environment Master of Science, Natural Resources and the Environment, May 2012 <ul style="list-style-type: none">• Dual Degree Student (MBA/MS) at the Erb Institute for Global Sustainable Enterprise.• Creating a framework to assess Sustainability Leadership Attributes as part of Erb Institute Strategic Planning process.	Ann Arbor, MI
	UNIVERSITY OF DUBLIN-TRINITY COLLEGE Bachelor of Arts in Information and Communications Technology, May 2003	Dublin, Ireland
EXPERIENCE	CLEAN WATER ACTION (MICHIGAN) Volunteer <ul style="list-style-type: none">• Developing marketing strategy as part of student team to raise awareness of diesel pollution among Michigan residents in order to support state legislative change process.	Ann Arbor, MI
Part-time 2009		
2003-2009	ACCENTURE IRELAND Manager, 2007-2009 <ul style="list-style-type: none">• Performed strategic review of electronic business capabilities for Irish branch of large multinational Property & Casualty Insurance client.• Developed Insurance Pricing Excellence strategy to deliver sustainable profitability throughout client's value chain.• Promoted to Manager level ahead of typical career trajectory.• Provided recommendations for maximizing the return on investment, channel usage, optimal governance frameworks and organization structure.• Designed technology and operational servicing proposition as part of client business development tenders Consultant, 2005-2007 <ul style="list-style-type: none">• Led design and development of multiple releases of electronic business platform for large multinational Property and Casualty Insurance client.• Supervised large and diverse team consisting of client staff, Accenture on-shore and off-shore resources and contractors Analyst, 2003-2005 <ul style="list-style-type: none">• Developed commercial insurance underwriting system which formed key part of client's revised strategy for SME Insurance market.• Technical team lead for development of personal insurance underwriting system with responsibility for planning, estimation, team management and technical architecture.	Dublin, Ireland
2001	LEAN EXPERTS Web Application Developer <ul style="list-style-type: none">• Developed web application to provide Lean Manufacturing Self Assessment for companies in automotive industry.• Led numerous classroom based information sessions to educate team members on specific aspects of functional and technical development.	Farmington Hills, MI
ADDITIONAL	<ul style="list-style-type: none">• Student Volunteer at Base of the Pyramid 2009 Conference, University of Michigan.• Enjoy cooking and exploring cultures and regions of the world through food.• Participate in triathlons and have completed a number of Sprint and Olympic races.• President of AIESEC in Trinity (Student business organization) 1999-2001.	

LAURA D. FREY

801 E. Huron St., Apt. #1 • Ann Arbor, MI 48104
lauradfrey@gmail.com • 734.660.8808

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources Master of Business Administration/Master of Science, April 2011 <ul style="list-style-type: none">• Emphases in International Development and Finance• Finalist: Acumen Fund Case Competition: How to Value a Social Enterprise	Ann Arbor, MI
	LAKE FOREST COLLEGE Bachelor of Arts, Physics and Spanish, May 2003 <ul style="list-style-type: none">• Cum Laude and Dean's List (1999-2000)	Lake Forest, IL
EXPERIENCE	PROWORLD SERVICE CORPS Business Development Intern <ul style="list-style-type: none">• Initiated Volunteer Program for local women's association, conducted interviews in Portuguese, composed and designed on-line marketing material, identified potential sponsors, and defined organizations social impact metrics, all culminating in funds raised, over 150 volunteer hours served, and expansion of health education program	Salvador, Brazil
2009	ACUMEN FUND (INDIA) Multidisciplinary Action Project Member <ul style="list-style-type: none">• Assessed needs and gaps of healthcare infrastructure in Andhra Pradesh, interviewing multiple stakeholders and evaluating social and financial returns of top opportunities, resulting in recommendation and product mix for new fund	Hyderabad, India
2004-2008	DANTA CORCOVADO LODGE General Manager <ul style="list-style-type: none">• Led cross-functional team to improve hotel efficiency, developed Eco-Tours, innovated marketing materials, streamlined reservation process, and fostered relationship with national and international tour operators, increasing working capacity from 12% to 55%• Initiated Social Commitment Program resulting in more than \$17,610 invested in Elementary Schools, volunteer program, local associations, and Community Center/ Health Clinic• Established hotel's environmental sustainability plan- waste management, ecological design, and education- to become certified eco-lodge, leading to recognition within multiple green guidebooks• Created survey to evaluate customer base, expanding clientele by 10% through strategic alliances, allowing access to target markets in US, Europe, and Costa Rica• Analyzed costs of hotel's services and set pricing strategy to differentiate for quality, party size, peak season, and vacation packages, correcting original cost system and increasing hotel revenue by 5%	La Palma de Puerto Jimenez, Costa Rica
2004	ASOMANGLE Community Development Intern <ul style="list-style-type: none">• Created handicraft-making initiative that uses natural resources in creative and sustainable way to empower members to increase income for their families and raise funds for Asomangle• Organized environmental awareness workshops, fundraisers, and beach and town cleanups to be certified by the Ecological Blue Flag, which promotes health, recreation, and environmental responsibility• Developed English and Spanish marketing materials for brochures and streamlined volunteer program to more effectively promote projects, host volunteers and educate tourists about the mangroves	La Palma de Puerto Jimenez, Costa Rica
ADDITIONAL	<ul style="list-style-type: none">• Next Generation Member: Frey Foundation, Synergos Institute's Global Philanthropy Circle (2003)• Founding member of Raices Capitales, S.A., a community microfinance organization	

BRIAN HARTMANN

743 Packard • Ann Arbor, MI 48104-5928
bchart@umich.edu • 248.943.4193

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources Master of Business Administration / Master of Science, May 2012 <ul style="list-style-type: none">• Emphasis in Energy Strategy• Selected Director of Waste Reduction, Ross Net Impact• Selected for Erb Student Advisory Board Communications Committee and Program Navigation Committee• Member of Ross Energy Club Ross School of Business Bachelor of Business Administration with Distinction, 2006 <ul style="list-style-type: none">• Emphasis in Strategy	Ann Arbor, MI
EXPERIENCE 2006-2009	IBM GLOBAL BUSINESS SERVICES Internal Strategy Consultant - Work Stream Lead, 2007-2009 <ul style="list-style-type: none">• Developed and executed an approach for account planning data to be obtained, stored, tracked, used and updated across over 100 high priority accounts estimated to generate over \$1.6 billion in high margin revenue for a strategic alliance between IBM and a software vendor• Managed a team of ten people across four countries to enable 24 hour processing of 100,000 pieces of complex data resulting in an under budget and ahead of schedule project completion• Created and presented an IBM wide pricing process recommendation based on numerous senior executive and pricing manager interviews across all of IBM which was implemented by VP level clients resulting in a more efficient multi-brand pricing process• Led workshops with executive clients producing detailed process maps spanning all of IBM's brands and functions resulting in recommendations to eliminate waste and reduce process variance in order to increase process speed and customer satisfaction Internal Strategy Consultant - Business Analyst, 2006-2007 <ul style="list-style-type: none">• Created a financial model to determine the opportunity size for hardware, software and services involved in carbon trading over time as countries establish carbon cap and trade systems resulting in a recommendation for IBM to move quickly into the carbon trading market space to gain credibility in a potential high growth market• Originated IBM's methodology for operational improvements through green initiatives and cleantech implementations with senior Lean Sigma team resulting in a new process improvement approach expected to generate \$20 million• Built a model to determine optimal IBM Sales resource allocation by IBM brand based on revenue splits by branch, industry and brand resulting in a recommended resource allocation that would both reduce cost and increase customer satisfaction	New York, NY
Summer 2008	WORLDTEACH Volunteer Technology Instructor <ul style="list-style-type: none">• Created and taught an after school course on basic computer skills for teachers resulting in a 92% pass rate for my students on the national computer literacy test	Omaruru, Namibia
2006-2007	XCEL ADULT EDUCATION Volunteer Instructor for GED Test Prep <ul style="list-style-type: none">• Developed and implemented actionable strategies including group work and visual aids to teach non-native English speakers how to solve mathematical word problems resulting in a 100% pass rate for my students on the GED	Boston, MA
ADDITIONAL	<ul style="list-style-type: none">• Member of the University of Michigan roller hockey team; 2002-2006, 2009-present• Selected as Vice President of Education, Ross Maize and Brew Club• Avid traveler, spent time in over 20 countries• Fantasy football enthusiast	

CHRISTIAN HICKS

208 N. Division St., Apt. 3 • Ann Arbor, MI 48104
clhicks@umich.edu • 413.530.8081

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2012 <ul style="list-style-type: none">• Emphases in Strategy and General Management• Director of Educational Events, Energy Club• Marketing Director, Net Impact Conference• GMAT Score: 730; Writing: 6.0/6.0 School of Natural Resources and the Environment Master of Science in Sustainable Energy Systems, May 2012 <ul style="list-style-type: none">• Erb Institute for Global Sustainability (MBA/MS) Program• Focus on energy technologies, carbon mitigation strategy, and environmental policy	Ann Arbor, MI
	MIDDLEBURY COLLEGE Bachelor of Arts, Economics, May 2006 <ul style="list-style-type: none">• Graduated Summa Cum Laude, 3.8/4.0 (In Major: 4.0/4.0)• Member of Phi Beta Kappa	Middlebury, VT
EXPERIENCE 2006-2009	CHARLES RIVER ASSOCIATES Associate, Global Industrial Consulting Practice, 2007-2009 <ul style="list-style-type: none">• Managed multinational project team developing new organizational structure for the Natural Resources Authority of Jordan that improved core service offerings and cut costs of ancillary services by as much as 50%.• Modeled global cash costs for a major petrochemical feedstock and sensitivity of downstream producer to price volatility. Synthesized analysis to demonstrate to a Private Equity client the lack of supply side risk to their target's business.• Analyzed financials, positioning, and industry trends for Fortune 500 industrial gases company to develop strategy options that were presented to board of directors.• Conducted analysis on feasibility of metals processing industry in Saudi Arabia, producing strategy document that will lead to creation of over 10,000 jobs.• Initiated and managed company-wide sustainability initiative that grew to include employee volunteers in 22 offices and operating budget of \$8,000. Analyst, Life Sciences Practice, 2006-2007 <ul style="list-style-type: none">• Developed economic damages model and drafted expert report for \$500M+ antitrust lawsuit which was settled in clients favor.• Forecasted market growth for molybdenum and conducted customer segmentation enabling client to focus sales efforts on large, higher probability buyers as the company doubled production.• Modeled and presented financial implications of pharmaceutical client's innovative reimbursement scheme to major national health plans, allowing client to regain significant market share.	Manama, Bahrain Boston, MA
2006	ASSOCIAZIONE AMKA ONLUS Intern <ul style="list-style-type: none">• Performed detailed review of microcredit work in Congo and produced strategy recommendations enabling group to make the program financially self-sustaining.• Calculated optimal interest rate for microcredit loans and determined the appropriate pricing for fair-trade artisan goods to be imported from Congo.	Rome, Italy
2005	LEHMAN BROTHERS INC. Intern <ul style="list-style-type: none">• Tracked trends in U.S. Treasury Markets and produced daily summary that was distributed throughout firm.	New York, NY
ADDITIONAL	<ul style="list-style-type: none">• Fluent in oral/written Spanish; Highly proficient in Italian• Traveled to 21 countries in last 5 years	

BRYAN HOGLE

326 1/2 Catherine St • Ann Arbor, MI 48104
bhogle@umich.edu • 517.505.6164

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources Master of Business Administration / Master of Science, May 2011 <ul style="list-style-type: none">• Erb Institute for Global Sustainable Enterprise dual degree program• Emphases in Operations and General Management• GMAT: 800 (99th percentile)• Elected Energy Club VP Finance; member of General Management Club and Net Impact• Led M-Trek to Guatemala for 12 incoming Ross students	Ann Arbor, MI
	NAVAL NUCLEAR POWER PROGRAM Master of Engineering Equivalent, Nuclear Engineering, January 2006 <ul style="list-style-type: none">• Graduated 2nd of 82 in class	Charleston, SC
	MICHIGAN STATE UNIVERSITY College of Engineering / College of Natural Science Bachelor of Science, Chemical Engineering and Mathematics, May 2002 <ul style="list-style-type: none">• GPA 3.98/4.0; graduated with High Honors• Member of Honors College and Tau Beta Pi Engineering Honors Society	East Lansing, MI
EXPERIENCE	TURLEROCK GREENTECH LLC Associate <ul style="list-style-type: none">• Coordinated and co-wrote successful \$35 million DOE grant application for lithium-ion battery manufacturing client	Ann Arbor, MI
Summer 2009		
M.A.P. 2009	CEMEX, INC. - PATRIMONIO HOY MAP Project Consultant <ul style="list-style-type: none">• Advised management on strategy to scale business unit tenfold in next five years	Guadalajara, Mexico
Summer 2008	EDPYME CREDIVISION (MICROCREDIT BANK) Intern <ul style="list-style-type: none">• Prepared loan contracts for over 100 entrepreneurs for microcredit bank that helps poor Peruvian families develop their small businesses	Cusco, Peru
2006-2008	U.S. NAVY - USS RONALD REAGAN (CVN 76) REACTOR DEPARTMENT Reactor Electrical Division Officer <ul style="list-style-type: none">• Led watch team of 25 nuclear-trained personnel in operation of nuclear reactor plant during aircraft carrier's deployments to Persian Gulf and western Pacific Ocean• Led and trained division of 35 electricians responsible for maintenance and operation of electrical equipment associated with nuclear reactor plant• Reduced percentage of divisional personnel delinquent in qualifications from 44% to 0% in six months through mentorship and training• Earned highest achievable score for divisional management and administration during annual Operational Reactor Safeguards Examination inspection	San Diego, CA
2003-2004	U.S. NAVY - USS MAHAN (DDG 72) Communications Officer <ul style="list-style-type: none">• Led 10-person navigation team in execution of operational schedule of \$1 billion warship; responsible for safety of 300-person crew during daily five hour watch• Controlled inventory of Top Secret cryptographic material; implemented administrative improvements which contributed to ship's selection out of five ships in squadron as winner of Battle Efficiency Award	Norfolk, VA
ADDITIONAL	<ul style="list-style-type: none">• Proficient in Spanish; internship at Glen Raven Mexicana in Mexico City, Mexico (2001)• Enjoy exploring archaeological sites of indigenous civilizations in Latin America• Avid Michigan State basketball fan; attended more than 50 games including 2000 NCAA National Championship while in school	

LISA INGMARSSON

1910 Woodbury Drive, #5021 • Ann Arbor, MI 48104
lki@umich.edu • 617.686.9651

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources MBA/MS, Erb Institute for Global Sustainable Enterprise, April 2011 <ul style="list-style-type: none">• Emphases in Sustainability and Behavior• GMAT: 750 (98th Percentile); Selected: Merit Scholarship, Forté Fellow• Board Member: Ross Net Impact, Social Marketing Club• Member: Michigan Business Women, Organizational Strategy Club• Masters Project: "Carbon Mapping in the Automotive Supply Chain" School of Natural Resources and Environment Bachelor of Science in Environmental Policy and Behavior, April 2000 <ul style="list-style-type: none">• Golden Key National Honor Society, Dean's List, Graduated with Distinction (top 25%)	Ann Arbor, MI
EXPERIENCE	SUSTAINABLE CONSERVATION Packard Environment Fellow <ul style="list-style-type: none">• Conducted an in-depth analysis of the retail chain sector of the horticultural industry and developed strategies to bring more national retailers into PlantRight, a voluntary program to prevent invasive plant introductions through the nursery trade.	San Francisco, CA
2009	STONYFIELD FARM Student Consultant <ul style="list-style-type: none">• Developed detailed financial model to determine the viability of an organic dairy farm to inform potential investment decision, and made recommendation to CEO.	Londonderry, NH
2005-2008	BSC GROUP Marketing & Proposal Writer <ul style="list-style-type: none">• Developed proposals to secure consulting opportunities with state and municipal clients, including firm's first public sector win in Southeast region.• Enhanced firm visibility through successful Boston Society for Landscape Architects award nomination, Boston Society for Civil Engineers newsletter piece, and community service days for employees, which resulted in Boston Globe coverage.	Boston, MA
2004-2005	THE CONSERVATION LAW FOUNDATION Communications Intern <ul style="list-style-type: none">• Promoted organizational message through new marketing collateral—website, brochure, fact sheets—and feature articles in member journal Conservation Matters.	Boston, MA
2003-2004	ARLINGTON DEPARTMENT OF ENVIRONMENTAL SERVICES Waste Reduction Specialist <ul style="list-style-type: none">• Executed production of Arlington County's long-term waste management plan; analyzed proposed initiatives to identify priorities and budget for first five years and crafted outreach materials to facilitate community and County Board endorsement.	Arlington, VA
2000-2003	ICF CONSULTING Analyst, 2002-2003 <ul style="list-style-type: none">• Focus on private client projects: Managed budget tracking for West African Gas Pipeline EIA to provide reliable cost information to management team and client; administered project database for American Chemistry Council Long-Range Research Initiative for effective program planning and implementation. Research Assistant, 2000-2002 <ul style="list-style-type: none">• Participated in multiple small-team projects to support government clients with policy development and program management.	Fairfax, VA
ADDITIONAL	<ul style="list-style-type: none">• Survived first half-marathon in 2008; ran on Detroit Marathon relay team in 2009• Organized M-Trek trip to Belize for 16 incoming MBAs (August 2009)• Serve as Erb Institute peer coach	

MEREDITH IRWIN

511 North Fifth Avenue • Ann Arbor, MI 48104
mbirwin@umich.edu • 513.404.1581

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2012 <ul style="list-style-type: none">• Emphasis in General Management• VP Recruiting and Team Support, DTE Clean Energy Prize, Ross Energy Club• Committee member, Erb Institute Strategic Action Plan• GMAT: 700 (92nd percentile) School of Natural Resources and Environment Master of Science in Natural Resources and Environment, May 2012 <ul style="list-style-type: none">• Emphasis in Sustainable Systems COLLEGE OF THE HOLY CROSS Bachelor of Arts in Biology, May 2005 <ul style="list-style-type: none">• Magna Cum Laude, Phi Beta Kappa• College Honors Program thesis: Forest Composition and Land-Use History at Moore State Park, Paxton, Massachusetts• Elected Secretary of the Campus Activities Board• GPA: 3.78/4.00	Ann Arbor, MI Worcester, MA
EXPERIENCE 2005-2009	THE CADMUS GROUP, INC. Senior Analyst, 2007-2009 <ul style="list-style-type: none">• Verified, as senior member of team, water utility cost and operating data submitted to Environmental Protection Agency (EPA) survey, resulting in accurate estimation of future capital infrastructure need and increasing efficiency by 30%.• Created user guide to assist water utilities and laboratories with electronic data reporting to EPA, resulting in 15% reduction in support volume.• Analyzed 800 public comment letters written in response to proposed wetland regulation, summarized responses for each issue point for EPA, and identified key criticisms of regulation from major stakeholders, enabling EPA to publish final ruling on schedule.• Managed customer service process for water utilities seeking assistance in interpreting drinking water regulations and reporting monitoring results in EPA database, reduced reporting errors by 10%, established relationship with EPA client that led to an additional work assignment task for company.• Supervised six person team to assemble documents included in large EPA survey, ensuring successful delivery of 2900 packages to water utilities nationwide. Research Analyst, 2005-2007 <ul style="list-style-type: none">• Developed detailed profiles examining implications of Supreme Court ruling, resulting in shifted legal interpretation of ruling by EPA.• Analyzed state water use designations to ensure that waters designated for drinking water meet federal water quality standards, resulting in accurate representation of drinking water sources for EPA.• Published and delivered technical and financial components for large proposal resulting in 5 year, \$23 million contract.• Collaborated on development of agenda and presentation materials with EPA client and authored meeting summary for 60 person state regulator meeting, received positive feedback from attendees.	Arlington, VA
ADDITIONAL	<ul style="list-style-type: none">• 5-time triathlete, competed in St. Anthony's triathlon with Leukemia & Lymphoma Society's Team in Training, and in four additional triathlons.• Active in intramural softball league, also enjoy film and discovering new music.	

TAKAHIRO ISSHIKI

3453 N. Knoll Dr • Los Angeles, CA 90068
takaiss@umich.edu (626) 379-0340

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources and Env MBA/MS, Erb Institute for Global Sustainable Enterprise, April 2011 <ul style="list-style-type: none">• Emphasis in Business Development and General Management• Elected VP, Ross Net Impact Board 2009-2010; Director, RNI Fall Conference 2009• GMAT: 740 (98th percentile)	Ann Arbor, MI
	UNIVERSITY OF CALIFORNIA LOS ANGELES Bachelor of Science, Chemical Engineering, December 1996	Los Angeles, CA
EXPERIENCE	SUNPOWER CORP Business Development Summer Intern <ul style="list-style-type: none">• Completed financial model analysis for 31 solar projects totaling over 20 MW and \$139 M in potential revenue• Created new market entry strategy for 1 to 100 MW size solar projects• Evaluated financing opportunities available to Public entities made available by ARRA incentives, aka the "Stimulus Package"	Richmond, CA
Summer 2009		
M.A.P. 2009	PRATT & WHITNEY (FORMERLY UTC POWER) Multidisciplinary Action Project Student Consultant <ul style="list-style-type: none">• Developed high potential customer contact list for PureCycle Geothermal Energy Generation unit; result of market analysis• Identified key channels for effective market entry; fostered relationship with potential industry partner during the course of the project	Hartford, CT
1997-2008	SPECTROLAB INC , A BOEING COMPANY Technical Director, Advanced Solar Product Development, 2004-2008 <ul style="list-style-type: none">• Led technology transfer effort with national laboratory that led to \$3.2M follow-on program to establish high-volume manufacturing of new sensor product• Managed new product technology development effort that resulted in award of government contracts and commercial sales equivalent to 76% of total divisional revenue in 2004• Implemented marketing and sales strategy for new terrestrial solar cell product generating +\$20K within 3 months of product introduction Process Development Engineer, Advanced Products R & D, 2000-2004 <ul style="list-style-type: none">• Designed manufacturing process utilizing novel semiconductor material which resulted in industry leading high efficiency dilute nitride solar cell• Assessed actionable manufacturing process changes with potential to result in \$1M/year in direct manufacturing cost savings Product Engineer, MOVPE Manufacturing Division, 1997-1999 <ul style="list-style-type: none">• Led installation and start-up effort of a multi-million dollar Metal Organic Vapor Phase Epitaxial (MOVPE) reactor which contributed to achieving the overall growth plan goal of increasing manufacturing capacity by 150% in 6 months. Awarded the Hughes Technical Excellence Award in recognition of this effort.	Sylmar, CA
ADDITIONAL	<ul style="list-style-type: none">• Nautica Malibu Triathlon and Fundraiser: \$2750 in 2007; \$1080 in 2006• Ballroom and Salsa dance instructor• Climbed Mt. Fuji (Japan) twice	

BHARATHWAJAN IYENGAR

1135 Lincoln Avenue • Ann Arbor, MI 48104
biyengar@umich.edu • 919.225.2592

EDUCATION	UNIVERSITY OF MICHIGAN Stephen Ross School of Business/School of Natural Resources Master of Business Administration/Master of Science, May 2011 <ul style="list-style-type: none">• Emphases in Corporate Strategy and Finance• Chair, Ross Carbon Symposium 2009 & VP of Events, Ross Energy Club• Member of Energy, Finance, Net Impact, Consulting and Entrepreneurship clubs• Finalist: Leadership Crisis Challenge - Ross Leadership Initiative, January 2009	Ann Arbor, MI
	DUKE UNIVERSITY Master of Science in Computational Mechanics, August 2003 <ul style="list-style-type: none">• Awarded full tuition scholarship and research assistantship by Duke University	Durham, NC
	VICTORIA JUBILEE TECHNICAL INSTITUTE Bachelor of Engineering (Civil), May 2001 <ul style="list-style-type: none">• Elected Secretary of Civil Engineering Students' Association• K.C. Mahindra Education Trust Scholarship	Mumbai, India
EXPERIENCE Summer 2009	SHEPHERD ADVISORS Summer Associate <ul style="list-style-type: none">• Performed technical, contractual and financial due diligence on food process and agricultural waste-based biogas production and biogas-based electricity generation facilities for private equity clients; improved investment IRR from 18% to 37%• Created internal knowledge base documents and marketing materials based on various clean tech industry sectors, including concentrated solar power, solar photovoltaics and the wind industry, with a focus on supply chains; analyzed growth sectors, identifying probable clients for Shepherd Advisors	Ann Arbor, MI
M.A.P. 2009	IMARA CORPORATION MAP Consultant <ul style="list-style-type: none">• Go-to-market strategy to evaluate market size, domestic and international marketing effort required and target identification for next generation of Lithium Ion batteries	Menlo Park, CA
2009-Present Part-time	INDEPENDENCE BIO PRODUCTS Student Consultant <ul style="list-style-type: none">• Analyze proprietary biodiesel manufacturing technology and by-products to determine market potential and product positioning; analyze competition and evaluate production facility location and scaling options for use in second round of Series A fundraising	Dublin, OH
2006-2008	FLUHRER REED P.A. STRUCTURAL ENGINEERS Structural Engineer III <ul style="list-style-type: none">• Analyzed, designed and coordinated commercial and residential construction projects with budgets up to 30 million dollars• Managed and mentored junior engineers; directed the creation of construction documents, managed code compliance and created Special Inspection Specification standards for high risk projects	Raleigh, NC
2004-2006	MOSER MAYER PHOENIX ASSOCIATES ARCHITECTS AND ENGINEERS Structural Engineer I <ul style="list-style-type: none">• Led a team of six engineers and designers in successfully delivering a series of turn-key projects saving MMPA more than \$100,000 in liquidated damages• Created "inverted" project teams with broader interface between clients and contractors and engineers in my team, eliminated communication bottlenecks and reduced response time to client needs leading to more than 20 future project contracts	Greensboro, NC
ADDITIONAL	<ul style="list-style-type: none">• Chair, Million Solar Roof Initiative Steering Committee, Chapel Hill, NC (2006 – 2008)• Member, Town of Chapel Hill Transportation Board (2008)• Danced professionally as part of MAD Dance Academy, Raleigh, NC (2004-2006)• Hobbies include Swing and Salsa dancing, playing Basketball and Motorcycling	

AARON JONES

213 Fieldcrest Street • Ann Arbor, MI 48103
ajon@umich.edu • 910.551.5380

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2011 <ul style="list-style-type: none">• Emphases in Operations Management and General Management• Tauber Institute for Global Operations Fellow; awarded two-year merit-based scholarship• GMAT: 730 (97th percentile)• Selected to serve as MBA2 Admissions Interviewer School of Natural Resources and Environment Master of Science, May 2011 <ul style="list-style-type: none">• Erb Institute for Global Sustainable Enterprise• Emphasis in Environmental Policy	Ann Arbor, MI
	FLORIDA STATE UNIVERSITY School of Business Bachelor of Science in Management Information Systems, May 2003 <ul style="list-style-type: none">• Graduated with Honors (Summa Cum Laude and Distinguished Military Graduate)• Received the General George C. Marshall award for the top-ranked senior Cadet in the Army ROTC program	Tallahassee, FL
EXPERIENCE	GE AVIATION Tauber Institute Project Intern <ul style="list-style-type: none">• Elected Manager of multi-disciplinary team; responsible for setting meeting agendas, establishing and tracking milestones, and communicating with project sponsors• Formulated a comprehensive economic model for manufacturing scale-up of composite engine parts, enabling GE to realize unit cost savings of \$40MM+ over 9 years• Presented model to VP of Engineering; model was approved for standardization and transitioned to full-time employees following completion of the project	Cincinnati, OH
2009	HYUNDAI TRANSLEAD MAP Consultant <ul style="list-style-type: none">• Provided recommendations to improve engineer workload, inventory tracking, and materials delivery; recommendations will save company more than \$1.2M annually in forklift use and up to 4 days of inventory handling time	San Diego, CA
2003-2008	US ARMY SPECIAL OPERATIONS COMMAND Battalion Operations Officer, 2007-2008 <ul style="list-style-type: none">• Led 13-soldier Mission Support Center responsible for engineering and monitoring global tactical communications networks and planning battalion-level missions• Awarded Meritorious Service Medal for distinguished service Battalion Training Officer, 2006-2007 <ul style="list-style-type: none">• Created a battalion-level database that assists leaders in the development of general and job-specific training plans for over 350 soldiers in the battalion• Coordinated with commercial vendors for over 600 hours of pre-deployment training; battalion was recognized by the Army CIO as one of the best trained units in the Army Platoon Leader / Executive Officer, 2003-2006 <ul style="list-style-type: none">• Selected to lead 13-soldier team through a deployment to Al Taqqadum, Iraq; responsible for the team's combat readiness and equipment worth \$5MM• Awarded Army Commendation Medal for superior combat leadership and technical expertise• Rated as #1 Lieutenant in the Battalion in annual performance evaluation	Fort Bragg, NC
ADDITIONAL	<ul style="list-style-type: none">• Top Secret (TS-SCI) security clearance (investigation date: June 2005)• Enjoy running and bicycling; competed in three marathons and one duathlon; elected Ross Triathlon Club VP-Cycling	

MICHAEL KASAMEYER

1315 Astor Ave, Apt 4723 • Ann Arbor, MI 48104
mrkas@umich.edu • 781.856.0442

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business & School of Natural Resources MBA/MS, Erb Institute for Global Sustainable Enterprise, June 2012 <ul style="list-style-type: none">• Emphases in Strategy and Sustainable Systems• Selected: Team Leader, Community Consulting Project with the Clean Energy Coalition• Member: Net Impact, Consulting, Emerging Markets, Energy, and Gourmet Clubs• Awarded: Merit-Based Scholarship• GMAT: 760 (99th percentile)	Ann Arbor, MI
	TUFTS UNIVERSITY Bachelor of Science, Mechanical Engineering, June 2000 <ul style="list-style-type: none">• Elected: House Committee Chair, Tufts Mountain Club. Raised over \$250k and represented the 4,000 club members throughout 4 year project to rebuild club's lodge• Graduated Cum Laude	Medford, MA
EXPERIENCE 2000-2009	PARAMETRIC TECHNOLOGY CORPORATION Product Manager, 2005-2009 <ul style="list-style-type: none">• Directed efforts of over 200 development, marketing, and technical sales personnel to develop and deliver \$10M annually in new software solutions• Led two day workshop with six divisions of large aerospace and defense customer to optimize exchange of data with suppliers, resulting in streamlined customer process and \$6.5M development project for additional product capabilities• Presented company strategy and product capabilities to group of over 300 customers in China using localized slides and live translator, representing PTC and fostering stronger business relationships with key customers• Analyzed industry, assessed competitors, and engaged with customers globally to develop a strategic product roadmap; negotiated with colleagues to secure 10% of R&D budget for roadmap implementation• Evaluated technical and strategic fit of four candidate companies as Product Management representative on M&A Team, resulting in \$16M acquisition• Negotiated million-dollar contracts with Adobe and BT Consulting, and supported relationships with strategic enterprise partners including IBM, Microsoft, and HP Principal Technical Support Engineer, 2000-2005 <ul style="list-style-type: none">• Championed new business model for support organization, significantly increasing customer satisfaction while generating \$2.5M in annual revenue• Designed and implemented custom software solution and authored initial process documentation, enabling organization to achieve ISO 9002 certification• Developed and delivered training programs and mentored engineers across globe, receiving three peer recognition awards• Spearheaded cross-organizational teams to deliver solutions to customer issues, receiving seven awards for excellence and contributing to success of thousands of customer engagements• Promoted three times in four years	Needham, MA
2008-2009	NEWTON NORTH AND SOUTH HIGH SCHOOLS FIRST Robotics Team Mentor <ul style="list-style-type: none">• Consulted with Ligerbots, a team of 60 high school students, to develop business plan, define marketing strategy, and design and build robot for their first competition• Mentored team to receive rookie all-star award in regional competition, placing 7th out of 60 teams, and competed in the national competition	Newton, MA
ADDITIONAL	<ul style="list-style-type: none">• Conversational in Spanish and learning Mandarin Chinese• Completed 40 hour Project Management Certificate program at Boston University, 2004• Built four canoes out of concrete and raced them to victory• Petted a cheetah and a lion in South Africa	

KRIPAL KAVI

1022 South Forest Avenue, #6 • Ann Arbor, MI 48104
kkavi@umich.edu • 734.353.0021

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business MBA/MS, Erb Institute for Global Sustainable Enterprise, April 2011 <ul style="list-style-type: none">• Emphases in Finance and Operations• GMAT: 760 (99th Percentile)• Candidate for graduate with high distinction• Nominated: McKinsey Finance Scholar (top 3% of class)• Selected: Student Career Counselor, VP - Operations Management Club• Drummer for Ross Rock band; performed at Rock 'N Roll B-School (annual Rock show)• Member: Energy, Finance and Operations Clubs	Ann Arbor, MI
	VISVESVARAYA TECHNOLOGICAL UNIVERSITY Bangalore Insitute of Technology Bachelor of Engineering, July 2005 <ul style="list-style-type: none">• Secured rank 9 in class of over 150 students and graduated with high distinction	Belgaum, India
EXPERIENCE Summer 2009	AMAZON.COM Operations Leadership Program Intern <ul style="list-style-type: none">• Led eight member team to execute process change initiative and establish semi-automated vendor compliance system, reducing vendor defect rate by 75% within two weeks - projected annual savings of \$1 MM across entire NA fulfillment network• Developed linear mathematical model to simulate effects of capacity utilization on productivity, leading to network-wide roll out for capacity planning decisions	Indianapolis, IN
M.A.P. 2009	IMARA CORPORATION Project Consultant <ul style="list-style-type: none">• Developed go-to-market strategy to commercialize proprietary Li-ion technology resulting in recommendations to target potential market opportunity of \$2.7 B	Menlo Park, CA
2006-2008	SAP AG Senior Software Engineer, 2007-2008 Walldorf, Germany; Bangalore, India <ul style="list-style-type: none">• Managed cross-functional testing effort across USA, Germany and India to ensure on-time release of sourcing solution for Public Sector, enabling €20 MM revenues• Led three engineers on design, implementation and validation of two Strategic Procurement modules leading to high quality deliverable (95% success rate) implemented by French Government and US Defense Logistics Agency• Organized and led in-house recruitment initiative for lateral hires that enabled hiring of 20 team members, achieving significantly higher quality of employee intake	
	Development Specialist, 2006-2007 <ul style="list-style-type: none">• Identified process efficiency bottlenecks and executed corrective measures, leading to significant decrease in product defect rate and 50% increase in customer satisfaction	Bangalore, India
2005-2006	MINDTREE CONSULTING Programmer Analyst <ul style="list-style-type: none">• Spearheaded team of three developers to successfully deliver module rated with highest quality, salvaging strained client relationship and winning future projects worth \$1 MM• Designed and developed mission critical software engine for world's busiest transshipment port, improving personnel utilization rate by over 20%	Bangalore, India
ADDITIONAL	<ul style="list-style-type: none">• Drummer for Mazerine - professional Heavy Metal band; toured major cities and performed regularly for audiences larger than 3000• Participated in two high altitude expeditions (>14,000 ft) to the Himalayas• Founded residential home for 60 orphans in partnership with Hope Worldwide; awarded SAP Executive Board award for efforts• Founded and served as Editor for 'Spring' - SAP Labs' country-wide CSR newsletter, reaching over 3500 employees and increasing enrollment in CSR activities by 35%• Worked full-time for America Online as Customer Care Consultant during undergrad	

SEAN KILLIAN

2907 Whittier Court • Ann Arbor, MI 48104
seanpk@umich.edu • 202.215.1177

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business School of Natural Resources MBA and MS, dual-degree candidate, May 2011 <ul style="list-style-type: none">• Emphases in Strategy and Sustainability• Finalist: 2009 Boston Consulting Group Case Competition• Selected: Ross Student Ambassador by the Office of Admissions• Master's Project: Impact Analysis of Siting Utility-Scale Solar in the Mojave• GMAT 720 (95th percentile)	Ann Arbor, MI
	UNIVERSITY OF BATH MA in International Relations, November 2000 <ul style="list-style-type: none">• Master's Thesis: Impact of the Information Age on the Global News Media	Bath, England
	MIAMI UNIVERSITY BA in Political Science, Journalism, and German, December 1997	Oxford, OH
EXPERIENCE	GRASSROOTS BUSINESS FUND Summer Consultant <ul style="list-style-type: none">• Secured an equity position in an Indian start-up business on behalf of Grassroots Business Fund, closing a deal that had been pending for 10 months.• Implemented a system to measure the effect of business services on 10,000 migrant workers, resulting in the start-up's first quantitative analysis of aggregate impact.	Bangalore, India
2009		
2004-2008	CHEMONICS INTERNATIONAL Communications Manager and Consultant <ul style="list-style-type: none">• Led a team of seven as acting director of the Communications Department, maintaining maximum productivity levels during a two-month transition in leadership.• Analyzed the impacts of poverty reduction projects across Peru, presenting program design changes to U.S. government officials in Lima.• Researched the effectiveness of a microfinance project in the Philippines and produced findings used to secure a five-year, multimillion dollar extension to the project.• Consulted to government ministers in Zambia, helping them to persuade U.S. officials to support millions in funding for new business registration and customs systems.• Executed change communications strategies for three major leadership transitions, preventing unfavorable press and avoiding delays in the business-development cycle.• Collaborated on the design of a 600-desk eco-friendly office space in Washington, D.C., increasing energy efficiency and reducing build-out waste by more than 30 percent.	Washington, DC
2001-2003	AUSTRIA TODAY Managing Editor <ul style="list-style-type: none">• Managed a team of 10 and led the daily production of this English-language newspaper, publishing more than 7,000 news articles in print and online.• Implemented production systems that saved \$5,000 and 200 man-hours a month.	Vienna, Austria
2001	POCK Austria Director <ul style="list-style-type: none">• Established in Austria a British start-up, Pock, a social networking site similar to Facebook, including organizing several promotional events and building a network of 20 freelancers across five cities.	Vienna, Austria
2000	CNN INTERNATIONAL Production Assistant <ul style="list-style-type: none">• Produced more than 40 broadcast news reports, feature packages and live programs through research, writing, translating and film editing.	Berlin, Germany
ADDITIONAL	<ul style="list-style-type: none">• Canoed up the Philippine river on which Apocalypse Now was filmed.• Partnered with a former Soviet Olympian to teach wrestling to Austrian youth.• Selected by the Fulbright Commission to teach English in Austria in 1998 and 1999.	

RELEVANT EXPERIENCE

HIPPO WATER INTERNATIONAL (July 2007 – present) **Ann Arbor, MI and Johannesburg, South Africa**

Founder and President

- Responsible for managing day-to-day activities, fundraising, marketing, donor cultivation and expansion of a nonprofit organization dedicated to improving global access to safe water.
- Initiated and led the redesign of the Hippo Water Roller, resulting in 286% better shipping efficiency and a lower price point.
- Finalist, 2009 Echoing Green and Global Social Benefit Incubator competitions.
- 2008 Starting Bloc Global Fellow, 2009 Opportunity Collaboration Fellow

WILLIAM DAVIDSON INSTITUTE (January 2008 – present) **Ann Arbor, MI**

Research Associate

- Contributed to a new book on social enterprise by identifying and writing case studies, conducting interviews with leading thinkers and professionals, and drafting chapter content on topics such as the history of social enterprise, current trends in the field, venture philanthropy, corporate social responsibility and social entrepreneurship.
- Currently research, write and edit social impact business cases for use in MBA courses on poverty alleviation strategies, sustainability, social entrepreneurship and social enterprise.

ORGANIZACION MANEJO Y CONSERVACION (May 2005 – September 2005) **Uaxactún, Petén, Guatemala**

Consultant

- Led a collaborative research effort to determine the viability of a community-based ecotourism operation in the village of Uaxactún, Guatemala.
- Developed and disseminated materials to assist the community's ecotourism planning process.

RARE CONSERVATION (September 2000 – August 2004) **Arlington, VA**

Development Coordinator (December 2003 – August 2004)

- Redesigned Rare's fundraising database and streamlined donor recognition and communication processes.
- Assisted with the development of Rare's social marketing program, Rare Pride University.

Practitioner, Rare Nature Guide Training Program (January 2003 – December 2003) **Quintana Roo, México**

- Taught immersive English, natural history and guiding skills to a group of 15 local adults during an intensive course designed to prepare them for careers as nature guides in México's Sian Ka'an Biosphere Reserve.
- Developed a manual of best practices for the NGTP course, assisted with program development, evaluation strategies, metrics and logistics and incubated course participants' sustainable tourism initiatives.

Development Coordinator (September 2000 – December 2003) **Arlington, VA**

- Responsible for processing donations, creating + maintaining donor database, producing in-house mailings and donor communications, and creating and disseminating fundraising reports.

EDUCATION

UNIVERSITY OF MICHIGAN **Ann Arbor, MI**

School of Natural Resources and Environment (2004 - 2007)

Master of Science, Environmental Policy and Planning, Conservation Biology and Ecosystem Management

- Emphasis on community-based conservation and the role of social enterprise in international conservation and development strategies.
- Conducted collaborative field research and completed a Master's thesis titled 'Planning for Sustainable, Community-based Ecotourism in Uaxactún, Guatemala.'
- Recipient of Weinberg Fellowship (2005), Center for Comparative Studies Fellowship (2006), William Davidson Institute Fellowship (2007)

Ross School of Business (2009 – 2011)

- Emphasis on social entrepreneurship, social enterprise, and market-based solutions to poverty alleviation.
- Fellow, Erb Institute for Global Sustainable Enterprise

TRINITY COLLEGE (1996-2000) **Hartford, CT**

Bachelor of Arts, Anthropology / Minor, Environment and Human Values

- Received the Trinity Alumnus Prize for Outstanding Achievement.
- Studied in Costa Rica with American University's Environment and Development Semester

SKILLS

Proficient in oral and written German and Spanish, SCUBA certified

JULIA M. KOSLOW
408 S 4th Av #5 • Ann Arbor, MI 48104
jkoslow@umich.edu • 202.277.0895

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources MBA/MS Erb Institute for Global Sustainable Enterprise, May 2010 <ul style="list-style-type: none">• Emphases in Strategy and Sustainability• President of Real Estate Club, 2009-10; Member of Consulting Club and Net Impact• Selected by MBA Section as representative in Leadership Crisis Challenge, January 2009• Career Counselor, Office of Career Development, 2008-2010• Awarded Michigan Urban Land Institute Scholarship, 2007 and 2008	Ann Arbor, MI
	UNIVERSITY OF NOTRE DAME School of Architecture Bachelor of Architecture, May 2002 <ul style="list-style-type: none">• Graduated Cum Laude (3.53) with emphasis in Urban Design• Awarded School of Architecture Student Leadership Award• Awarded summer internships in Dublin, Ireland, and San Jose, Costa Rica	Notre Dame, IN
EXPERIENCE Summer 2009	JOHNSON CONTROLS, INC. - BUILDING EFFICIENCY Program Manager <ul style="list-style-type: none">• Built competitive analysis, market research, and pricing model for new product launch; Projected increase of \$1.5M in revenue in first year, presented by CEO as Q3 highlight on analyst call• Created global greenhouse gas survey and analyzed results to increase market reputation and sales; Presented results to 30 Fortune 1000 clients	Milwaukee, WI
M.A.P. 2009	AMERIPRISE FINANCIAL, INC. Consultant <ul style="list-style-type: none">• Analyzed internal and external strategies for innovation in the life insurance industry; Delivered results to 8-person Executive team	Minneapolis, MN
Summer 2008	INTERNATIONAL IRON AND STEEL INSTITUTE Consultant <ul style="list-style-type: none">• Quantified environmental impacts for 11-story building in China using life-cycle assessment (LCA); Identified electricity as 93% contributor of greenhouse gas impacts• Strategized methods to increase steel market share in urban buildings; Recommended using steel's 29% construction period reduction as key variable• Wrote white paper on LCA methodology for residential building sector; Presented findings in London at international conference	Ann Arbor, MI
2006-2007	RUGO/RAFF LTD Project Manager <ul style="list-style-type: none">• Evaluated 3 green strategies in a high-performance home; Recommended closed-loop geothermal system resulting in 9% annual energy savings• Managed 6-person team through \$200,000 design and installation phases for a 1,000 sqft kitchen renovation; Exceeded client expectations and led to second project contract	Chicago, IL
2002-2006	TORTI GALLAS AND PARTNERS Associate <ul style="list-style-type: none">• Analyzed and mitigated project site constraints to create phased Master Plan for 2,100 homes in 12 distinct military family neighborhoods; Won numerous design awards• Identified opportunities and challenges for city growth with municipal stakeholders; Created 50-year vision and implementable strategy through phased master plan• Initiated firm-wide strategic marketing project to increase focus on sustainable design practices; Led internal educational series and project review process	Silver Spring, MD
ADDITIONAL	<ul style="list-style-type: none">• Registered Architect; LEED Accredited Professional since 2003• Fluent in Spanish• Completed 2 half-marathons and 1 sprint triathlon• Opera aficionada; Favorite is Puccini's "La Tosca"	

CHRISTINA KOTHARI

1280 Astor Avenue, Apt 1524 • Ann Arbor, MI 48104
christina.kothari@gmail.com • 248.982.8985

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2011 <ul style="list-style-type: none">• Emphases in Marketing and Sustainability• Recipient of the Consortium fellowship and full tuition scholarship• Selected for Procter & Gamble's 2009 Marketing MBA Summer Camp (1 of 41 students)• Team Leader: Community Consulting Club - The Nature Conservancy client• Member: Marketing Club, Net Impact, Michigan Business Women	Ann Arbor, MI
	MICHIGAN STATE UNIVERSITY Bachelor of Arts in Advertising, May 2005 <ul style="list-style-type: none">• 3.94 GPA, graduated in top 1% of class and earned 3 merit scholarships• Recipient of the American Advertising Federation's "Most Promising Minority Student in Advertising" award	East Lansing, MI
EXPERIENCE 2005-2009	VERIZON COMMUNICATIONS Marketing Strategy and Planning Manager, 2007-2009 <ul style="list-style-type: none">• Transformed the Go-To-Market process for new products and product enhancements in the Telecom business unit, reducing the lag time between product readiness and marketing readiness by 30%.• Crafted marketing plan and led 40 person cross-functional team to launch company's first "triple play" bundle with wireless products, generating new sources of revenue.• Audited company's "pre-sale" program and successfully developed and executed plan to double direct mail and telemarketing response rates while also reducing cost.• Designed research studies that identified barriers and drivers for consumer purchases and other key insights used to better target and message to consumers.• Collaborated with Finance to develop business cases and sales forecasts to use to persuade senior management to fund new product development and campaigns. Marketing Rotational Program - Sponsorships and Promotions, 2006-2007 <ul style="list-style-type: none">• Crafted marketing plans leveraging company's high-profile partnerships like Dave Matthews and NY Yankees, managing a \$5MM budget and achieving a minimum 4:1 ROI on sponsorship deals.• Supervised an eight-person agency team in the creation and execution of 6 executive/VIP and 5 mobile marketing events to align brand with sponsored properties. Marketing Rotational Program - Sales Channel Management, 2005-2006 <ul style="list-style-type: none">• Led team of eight call center representatives through coaching, incentive programs, and streamlining team processes, exceeding team sales goal by 17%.• Developed sales incentive programs and contests for team of 55 call center representatives which contributing to a 10% annual increase in sales revenue.	New York, NY
Part-time 2008	TAPROOT FOUNDATION Pro Bono Marketing Consultant and Project Manager <ul style="list-style-type: none">• Managed team of four pro bono consultants to develop brand strategy, name, and visual identity to increase brand recognition for a local nonprofit.	New York, NY
Summer 2004	GENERAL ELECTRIC COMPANY Communications Leadership Development Intern <ul style="list-style-type: none">• Co-led intern project to create three new sections of GE's corporate online press room. New sections increased journalist use of corporate images/b-roll and awareness of GE's six most important business initiatives.	Fairfield, CT
ADDITIONAL	<ul style="list-style-type: none">• Spent the summer of 2009 in Boston interning for Ceres, a national network of investors, environmental organizations and other public interest groups working with large organizations to address sustainability issues.• Ran a half marathon to raise money for Asha for Education (2006).	

APRIL LACROIX

818 Brown St., Apt. 3 • Ann Arbor, MI 48104-3246
aprillac@umich.edu • 404.323.4862

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources MBA/MS, Erb Institute for Global Sustainable Enterprise, April 2012 <ul style="list-style-type: none">• Emphases in Organizational Strategy, Human Capital Management, and Sustainability• Merit Scholarship Recipient; GMAT: 710 (94% percentile)• Net Impact Director of Career Networking, Grassroots Business Fund Social Metrics Associate, Organizational Strategy Club Member, Erb Institute Committee Member	Ann Arbor, MI
	UNIVERSITY OF TORONTO Department of Geography & Centre for Environment Master of Arts in Geography and Environmental Policy, August 2006 <ul style="list-style-type: none">• GPA: 3.78 / 4.00; Fulbright Scholar and University of Toronto Fellow	Toronto, Canada
	ALMA COLLEGE Bachelor of Arts, Environmental Policy and Economics, April 2005 <ul style="list-style-type: none">• GPA: 3.93 / 4.00; Summa Cum Laude with Honors in Senior Thesis; Udall Scholar• Work and study in sustainability in India, South Africa, Mexico, Belize, and Brazil	Alma, MI
EXPERIENCE 2007-2009	INTERFACERAISE Project Manager, 2008-2009 <ul style="list-style-type: none">• Designed and directed alternative energy and carbon offset analysis for \$30B beverage manufacturer resulting in opportunities for competitive advantage and cost reduction• Implemented interview and analysis process to determine client's key sustainability challenges; organized off-site summit with 65 client stakeholders and sustainability experts to plan next iteration of company's sustainability strategy. Senior management has integrated resulting recommendations; client feedback included "company changing meeting" and "inspiring and motivating"• Managed successful delivery of multiple client projects in sustainability strategy, renewable energy, leadership development (80+ executives), and associate engagement• Led initiatives to design internal organizational structure including development of products, partnerships, marketing strategy, customer relationship management systems and intellectual property, contributing to revenue growth of 225% over two years Coordinator, 2007-2008 <ul style="list-style-type: none">• Eliminated over \$500,000 of cost through new organizational design and efficiencies• Produced and moderated webinar series focusing on cutting-edge sustainability issues with over 1,100 registrants resulting in new consulting opportunities• Created content and launched company micro-website on a three week deadline	Atlanta, GA
2007	FOREIGN AGRICULTURAL SERVICE - U.S. EMBASSY Summer Associate <ul style="list-style-type: none">• Researched and analyzed the impact of development projects totaling \$42 million and spanning five years resulting in a tool for use by ambassadors and USAID• Assessed markets from primary sources to facilitate trade between the U.S. and Peru	Lima, Peru
2005	LEAGUE OF CONVERSATION VOTERS EDUCATION FUND Everett Intern <ul style="list-style-type: none">• Performed a highly-praised study on viral communication strategies for NGOs• Created tools to aid youth voter engagement in fourteen states during the 2006 elections• Assisted in the promotion of policy initiatives on Capitol Hill by calling on congressional offices	Washington, DC
ADDITIONAL	<ul style="list-style-type: none">• Published author in "The International Journal of Environmental, Cultural, Economic, and Social Sustainability" and "The Michigan Academician"• Dedicated leader for homelessness assistance programs "Out of the Cold" and "Lazarus" since 2005• Personal interests include baking cupcakes, discovering hole-in-the-wall restaurants, lindy hop swing dancing, and traveling to far-flung destinations	

MARK LEO

803 S First St • Ann Arbor, MI 48103
markleo@umich.edu • 734.223.3969

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2011 <ul style="list-style-type: none">• Emphases in Entrepreneurship and Finance. GMAT: 740. 98th Percentile• Entrepreneurship and Venture, Energy, and Real Estate Clubs• Selected: Frankel Commercialization Fund, Cleantech Team (pre-seed venture capital)• Semi-finalist DTE Clean Energy Entrepreneurship Business Plan Competition - 2009• Triathlon Club - President (elected)	Ann Arbor, MI
	School of Natural Resources and the Environment Master of Science in Sustainable Systems, May 2011	
	CORNELL UNIVERSITY College of Engineering Bachelor of Science in Industrial Engineering, May 2001	Ithaca, NY
EXPERIENCE	SQUIGGLE ENERGY Director of Business Development <ul style="list-style-type: none">• Founding member of start-up venture that provides online marketing solutions to companies in traditional energy, renewable energy, energy efficiency, and utilities.• Drafted business plan including all development, finance, and marketing strategy.• Implemented Beta Customer Pilot Program as core product development technique.• Generated new customer leads and partnerships by networking and delivering sales pitches. Signed five new customers in six week time period.	Ann Arbor, MI
2006-2008	CLARK REALTY CAPITAL, LLC Development Associate <ul style="list-style-type: none">• Identified, evaluated, and underwrote real estate investment and development opportunities. Performed financial feasibility analysis on over 20 potential deals. Led to two eventual acquisitions of existing assets with redevelopment strategies.• Managed execution of an eight year, 15 phase, \$700 million residential housing project. Directed team of architects, engineers, consultants, and contractors and made crucial design decisions encompassing land planning, civil engineering, unit design, and landscaping.• Directed all aspects of phases from design to property management. Delivered 340 homes five months ahead of schedule for project savings of \$3 million.• Led development of resident community center to include geothermal heating and cooling, solar panels, and various sustainability techniques resulting in LEED Platinum Certification.	Arlington, VA
2004-2006	CLARK CONSTRUCTION GROUP Project Engineer <ul style="list-style-type: none">• Developed and drafted scope of work on various construction projects ranging from \$15 to \$350 million in order to facilitate central procurement of materials and labor.• Negotiated and awarded subcontracts for all trades on various construction projects. Negotiations included price and all terms of contracts ranging from \$10k-\$8 million. Successfully purchased over \$100 million of materials and labor, with savings of over \$10 million.• Supervised and managed subcontractor work on multiple project sites.	Bethesda, MD
2003-2004	LINCOLN LANGUAGE SCHOOL English Instructor <ul style="list-style-type: none">• Full time English Instructor for Korean children ages ranging from 5 to 16 years.• Prepared lessons and performed lectures for over 80 students.	Wondang, South Korea
ADDITIONAL	<ul style="list-style-type: none">• LEED Accredited Professional, member Urban Land Institute.• Former professional Ski Instructor, Vail Resorts.• Eagle Scout.	

MICHELLE LIN

1330 White Street • Ann Arbor, MI 48104
mplin@umich.edu • 202.821.6617

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2012 <ul style="list-style-type: none">• Emphases in Strategy, Environmental Sustainability, and Clean Technology• Recipient of Ross School of Business Merit Scholarship• Elected: Class Sustainability Chair, Net Impact Director of Built Environment• Selected: Social Venture Fund Fellow, Community Consulting Club• Member: Net Impact, Renewable Energy Club, Emerging Markets Club• GMAT: 760 (99th percentile), 6.0/6.0 Analytical Writing School of Natural Resources and Environment Master of Science, May 2012 <ul style="list-style-type: none">• Emphasis in Sustainable Systems• Erb Institute for Global Sustainable Enterprise Fellow	Ann Arbor, MI
	BROWN UNIVERSITY Bachelor of Arts, Dual Concentration in Economics and Computer Science, May 2003	Providence, RI
EXPERIENCE 2005-2009	CORPORATE EXECUTIVE BOARD Engagement Manager, Sales Executive Council (SEC) Solutions 2005-2009 <ul style="list-style-type: none">• Managed and expanded upon client relationships, resulting in 80% of clients renewing service agreements and doubling total dollar spend by \$750,000• Developed and piloted training program for leading global telecommunications company, resulting in expansion to 12 additional countries—the largest rollout to date for SEC Solutions• Led global project team to develop over 100 custom metrics to support five-year planning efforts for sales organization spanning multiple European regions• Formulated and presented recommendations critical to research and development of internal sales and service reorganization Senior Analyst, Sales Executive Council (SEC) Solutions 2003-2005 <ul style="list-style-type: none">• Analyzed 10,000 individual survey respondent results to develop customized reports for one dozen clients, improving sales productivity and organizational design• Mentored and coached analysts on effective analytical frameworks, shortening learning curve by three months and enabling project ownership earlier in mentees' career• Collaborated with programming team to enhance automated reporting tools, resulting in streamlined error checking and greater ease of use	Arlington, VA Washington, DC Buffalo, NY
ADDITIONAL	<ul style="list-style-type: none">• Finalist in Net Impact's Next Big Social Enterprise Challenge, October 2008• Volunteered in reforestation efforts of 150-acre reserve in Guatemala• Participated in 250-mile sustainability bike tour outside of Portland, Oregon• Appeared in NPR story featuring "Gather and Give, Let's Eat", a giving circle supporting organizations in Washington, DC• Awarded \$100,000 in grants through Washington Area Women's Foundation to community organizations effectively serving women and children• Provided pro-bono consulting to Ashoka on needs assessment project, resulting in several new initiatives to support US Fellows	

SAMUEL B. LINES

960 Northwood St. • Ann Arbor, MI 48103
lines@umich.edu

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2011 <ul style="list-style-type: none">• GMAT: 740 (97th Percentile)• Leadership: Chair of Marketing Committee for Ross Carbon Symposium, Chair of Panels Committee for Ross Asia Business Conference• Member: Ross Energy Club, Erb Institute Communications Committee• Emphases: Strategy, Finance, Entrepreneurship• Co-Founder: Lodestone Capital Group School of Natural Resources and Environment Master of Science, April 2011 <ul style="list-style-type: none">• Erb Institute for Global Sustainable Enterprise, MBA/MS Fellow• Emphases: Renewable Energy, Electricity Transmission, Biofuels, Energy Markets	Ann Arbor, MI
	MIDDLEBURY COLLEGE Bachelor of Arts, May 2004 <ul style="list-style-type: none">• Major: East Asian Studies (Political Science, Chinese Language, History)	Middlebury, VT
EXPERIENCE	SHEPHERD ADVISORS Summer Associate	Ann Arbor, MI
Summer 2009	<ul style="list-style-type: none">• Formulated plan for launching firm's energy efficiency block grants consulting services. Developed internal knowledge base on several different energy efficiency activities. Commended for weekly presentations briefing employees on activities.• Worked directly with President of Shepherd and client to develop model of Michigan tax incentives for supplier to a renewable energy company.• Engaged in project for the Small Business Association of Michigan to devise a strategy and launch plan for suite of new services they intend to offer to mid-size companies.	
2005-2008	DAVIS POLK & WARDWELL Legal Assistant - Mergers & Acquisitions Department <ul style="list-style-type: none">• Drafted legal documents with Partners and Associates at a large corporate firm for various M&A deals including public mergers, divestitures, acquisitions, private equity transactions and restructurings, litigation projects, and pro bono work maintaining charitable organizations. Promoted to Deputy Coordinator of all M&A legal assistants after two years due to depth of knowledge of legal issues surrounding these deals. Managed five legal assistants when Coordinator was out of office. Offered a position as overall Coordinator of the Hong-Kong office.• Directed the logistics of the due diligence process for the sale of a small media company. Worked directly with Partner to fulfill many Associate-level duties such as managing client/buyer relationship and contract drafting. Commended by client for exceptional organization and management of all parties involved.	New York, NY
Summer 2004	CREATIVE RESOURCES Intern <ul style="list-style-type: none">• Researched market trends for the general managers of a small manufacturing outsourcing business. Drafted Employee Handbook and translated into Chinese. Managed shipment of goods from Beijing to various international destinations.	Shanghai, China
Summer 2003	UNITED STATES DEPARTMENT OF LABOR Intern - Office of Public Liaison <ul style="list-style-type: none">• Organized reception for 150 Asian-American interns. Coordinated all logistics including agenda, marketing and catering. Secretary Chao provided keynote address. Managed constituent correspondence for Secretary.	Washington, DC
ADDITIONAL	<ul style="list-style-type: none">• Proficient in Mandarin Chinese• Notary Public License• Avid skier, golfer and tennis player. Baseball and music aficionado.	

ALEXANDER S. LINKOW

805 McKinley Avenue • Ann Arbor, MI 48104
alinkow@umich.edu • 617.875.1265

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2011 <ul style="list-style-type: none">• Member: Ross School of Business Community Consulting Club; co-led team of five in developing a marketing and public relations strategy to help the Legacy Land Conservancy roll out its new brand• Additional Memberships: Net Impact (Ross Chapter) School of Natural Resources and Environment Master of Science, Sustainable Systems, April 2011 <ul style="list-style-type: none">• Master's Project: Creating a sustainability plan for the Holy Cross Abbey in Berryville, VA; leading water use analysis, co-leading water quality and food purchasing analyses	Ann Arbor, MI
	SKIDMORE COLLEGE Bachelor of Science, May 2002 <ul style="list-style-type: none">• Major: Business Management; Minor: Environmental Studies• Honors: Graduated Cum Laude, Periclean Honor Society, Business Department Honors	Saratoga Springs, NY
EXPERIENCE	FAIR FOOD NETWORK Summer Associate Summer 2009 <ul style="list-style-type: none">• Led research effort for the President/CEO's upcoming book about creating a sustainable food system• Researched and identified cost-reduction measures for Dr. Lu's Healing Cuisine—a related entrepreneurial venture	Ann Arbor, MI
2004-2008	CLIVUS MULTRUM, INC. Marketing Manager, 2005-2008 <ul style="list-style-type: none">• Led planning, development, and implementation of annual marketing plans• Headed planning and development of all marketing collateral; including product literature, web site, quarterly e-newsletter, mailings, instructional videos, and advertisements• Managed development and administration of Salesforce.com customer relationship management database• Pitched and wrote promotional articles for trade publications such as Environmental Design + Construction, Construction Specifier, Plumbing Systems & Design, PM Engineer, Golf Course Management, and Recreation Management• Supervised sales and marketing interns Management Assistant, 2004-2005 <ul style="list-style-type: none">• Coordinated advertising, mass mailings, tradeshow, and presentations• Researched marketing opportunities and assisted in marketing strategy planning• Tracked marketing expenses and created expense reports	Lawrence, MA
2003-2004 Part-time	RESPONSIBLE BUSINESS ASSOCIATION Founding Member, Sustainability Working Group <ul style="list-style-type: none">• Helped organize and facilitate Spring 2004 Sustainability Workshop	Boston, MA
Part-time 2001	SIERRA CLUB Intern <ul style="list-style-type: none">• Conducted grassroots environmental advocacy: researched issues such as PCBs in the Hudson River and congressional redistricting; distributed literature and called members to encourage event attendance• Published Op-Ed piece in the Albany Times Union	Saratoga Springs, NY
ADDITIONAL	<ul style="list-style-type: none">• Proficient in Microsoft Office applications• Proficient in Salesforce.com database application• Basic Spanish language skills	

MARCOS MANCINI

1208 Astor Avenue, #4832 • Ann Arbor, MI 48104
mmarcos@umich.edu • 734.276.9919

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources MBA/MS, Erb Institute for Global Sustainable Enterprise, May 2012 <ul style="list-style-type: none">• Selected to Erb Institute Strategic Planning Committee• Member: Net Impact, Energy, and Emerging Markets Clubs• Finalist BCG/Focus: Hope Net Impact Case Competition	Ann Arbor, MI
	EOI BUSINESS SCHOOL Executive Master in Environmental Management, July 2008 <ul style="list-style-type: none">• Carolina Foundation merit-based scholarship, awarded to 2% of applicants• Master's Project: Landfill Energetic valorization and project validation as CDM, Ecuador	Madrid, Spain
	UNIVERSITY OF BUENOS AIRES School of Natural and Exact Sciences Pre-doctoral graduate of six year program with specialization in Ecology, May 2006	Buenos Aires, Argentina
EXPERIENCE 2006-2009	ECOTECNICA AMERICA LATINA S.A Environmental Consultant, 2007-2009 <ul style="list-style-type: none">• Led multidisciplinary teams in assessment of environmental impacts of petroleum projects, increasing sustainable environmental practices in multi-national firms.• Coordinated environmental impact assessment on Argentina's second largest windfarm; implemented monitoring procedures, ensuring preservation of international protected species Chloephaga Rubidiceps (Ruddy-headed Goose).• Engineered water treatment facilities and environmental metrics for US\$8M Seismic project at TecPetrol, improving solid waste, vegetation and aquifer management.• Developed monitoring system for preservation of birdlife at largest windfarm project (1350 MW) in South America; presented to windfarm CEO and obtained approval of national environmental authorities to implement system.• Conducted 41 impact assessments on oil wells; established monitoring system that preserved autochtonous species' habitat, geomorphology and water resources. Associate, 2006-2007 <ul style="list-style-type: none">• Managed protection of species Spheniscus sp. (Magellanic Penguin) during replacement of oil pipeline, ensuring habitat preservation for reproducing colony of 90,000.• Audited national and international petroleum firms for compliance with environmental regulations; improved overall environmental performance index by approximately 35%.• Established and implemented field survey procedures and standardized formats for oil well assessment projects; increased reporting efficiency by 25%.	Buenos Aires, Argentina
1997-Present	SANTA MARÍA DE LA ESTRELLA NON-PROFIT Co-founder <ul style="list-style-type: none">• Organized retreats for groups of 30; delivered motivational lectures to youth with goal of awakening social responsibility and awareness.• Developed non-profit's web site, database and mailing system; increased NGO event participation by 13%.• Designed and managed publication of organization's first book, generating \$10K in revenues to finance retreats for underprivileged high school students.• Grew number of retreats through delegation, reaching 1000 young adults per year.• Authored by-laws and earned approval of Catholic Church as Lay Association.	Buenos Aires, Argentina
ADDITIONAL	<ul style="list-style-type: none">• Greenhouse Gas Management Institute: Completed Carbon Markets and Basic of Organizational GHG Accounting modules.• Organized and judged "First Photographic Contest on Human Values" sponsored by UNESCO, OEA, Foundchild and Argentine Ministry of Foreign Affairs.• Avid soccer player and double black diamond skier. Enjoy horseback riding, squash and paddle.	

JAMIE REBECCA MIKKELSEN

809 E. Kingsley Street, Apt. 21 • Ann Arbor, MI 48104
jamierm@umich.edu • 510.847.2318

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2011 <ul style="list-style-type: none">• Emphases in Corporate Environmental Strategy and Operations Management• Awarded Merit-based Business School Scholarship• Selected: Co-VP of Career and Professional Development for Ross Net Impact chapter; Ross Soccer Club Captain; Finance Director for 2009 Ross Net Impact Forum School of Natural Resources and Environment Master of Science, April 2011 <ul style="list-style-type: none">• Erb Institute for Global Sustainable Enterprise MBA / MS Program	Ann Arbor, MI
	UNIVERSITY OF CALIFORNIA, BERKELEY Bachelor of Arts in Environmental Sciences, December 2002 <ul style="list-style-type: none">• Graduated with Honors, 3.7 / 4.0• Study Abroad Program: Universidad de Córdoba, Spain, Fall Semester 2002	Berkeley, CA
EXPERIENCE Summer 2009	PLANET METRICS Strategy and Marketing Intern <ul style="list-style-type: none">• Analyzed 30+ companies while completing competitive landscape of nascent Enterprise Carbon Accounting market; results presented to CEO.• Established quality assurance process used prior to software product launches.• Developed external marketing content and corporate Executive Summary brief to attract new customers, consulting partners, and external investors.	San Bruno, CA
2004-2008	CHARLES RIVER ASSOCIATES Consulting Associate, 2007-2008 <ul style="list-style-type: none">• Managed client relationship which contributed to repeat project work for ongoing \$7 billion litigation case in dynamic random access memory (DRAM) market.• Mentored two new consulting staff hires by designing best practices for case management resulting in 10% increase in weekly productivity. Associate, 2005-2007 <ul style="list-style-type: none">• Analyzed revenue and cost data for high-stakes litigation in domestic and international computer memory markets, leading to reduced settlement payments by client.• Evaluated strategic plans and due diligence reports to predict new market concentration given \$16 billion merger in telecommunications industry; findings included in recommendations made to Department of Justice.• Led five-person team and coordinated junior staff recruiting efforts resulting in full-time and summer hires.• Co-authored new training modules to improve programming proficiency and data management skills; materials distributed each year to all incoming Analysts in Antitrust & Competition Economics Practice. Analyst, 2004-2005 <ul style="list-style-type: none">• Evaluated contracts between hospital systems and managed care organizations to determine changes in fee reimbursement structures.	Oakland, CA
2003	CALIFORNIA FAMILY HEALTH COUNCIL Research Associate <ul style="list-style-type: none">• Conducted face-to-face and telephone interviews of study participants involved in federally funded, clinical trials.• Determined eligibility of 20 prospective participants and fostered strong relationship between research office and San Francisco study site.	Berkeley, CA
ADDITIONAL	<ul style="list-style-type: none">• Analysis and management of lifecycle carbon emissions in vehicle supply chain for team project with major automotive company.• Avid soccer player and jewelry maker.	

SARA K. MILLS

715 South Forest Avenue, #402 • Ann Arbor, MI 48104
skmills@umich.edu • 202.271.3172

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/ School of Natural Resources Master of Business Administration and Master of Science, May 2012 <ul style="list-style-type: none">• Emphasis in General Management• Elected Sustainability Chair of Section Two• Selected for Ross Merit Scholarship and for Community Consulting Club through competitive process• Member of Erb Institute for Global Sustainable Development Student Advisory Board Communications and Community Committees, Emerging Markets Club, Energy Club, Net Impact• GMAT Score 770 (99th percentile), 6.0/6.0 in Analytical Writing section	Ann Arbor, MI
	GEORGETOWN UNIVERSITY College of Arts and Sciences Bachelor of Arts in American Studies with minor in French, May 2002 <ul style="list-style-type: none">• Elected Director of Georgetown University Dance Company for two semesters• Studied abroad in Strasbourg, France in Winter/Spring 2001• GPA 3.7, Graduated cum laude	Washington, DC
EXPERIENCE 2007-2009	CASSIDY & ASSOCIATES GOVERNMENT RELATIONS Senior Associate <ul style="list-style-type: none">• Devised and implemented legislative strategy for independent power producer client during Senate debate of climate change legislation, increasing client's visibility among Congressional staff• Analyzed current energy policy issues for clients throughout firm, allowing clients to maximize opportunities to reduce technology implementation costs through federal programs or tax credits	Washington, DC
2005-2007	U.S. SENATE DEMOCRATIC POLICY COMMITTEE Policy Advisor <ul style="list-style-type: none">• Organized hearings regarding speculation in energy derivatives markets and health impacts of mercury emissions, raising awareness of issues Republican-led committees were not addressing• Delivered reports on current energy and environmental topics to Senate leadership and legislative staff on short notice, facilitating quick and coordinated messaging for Democratic caucus	Washington, DC
2002-2005	U.S. SENATOR HARRY REID Regional Representative, 2004-2005 <ul style="list-style-type: none">• Planned regional summit between government, nonprofit, and private entities to present issues facing and ongoing work at Mt. Charleston, Nevada, increasing citizen awareness and involvement in governmental planning efforts	Las Vegas, NV
	Legislative Aide, 2003-2004 <ul style="list-style-type: none">• Led Senator Reid's effort to enact one-year moratorium on outsourcing in Park Service, culminating in Senate floor vote	Washington, DC
	Correspondence Manager, 2003 <ul style="list-style-type: none">• Revised internal office guidebook to manage constituent correspondence, standardizing response type and time across issue areas and reducing response time from three to two weeks despite growth in communications from 700 to 1000 per week	Washington, DC
ADDITIONAL	<ul style="list-style-type: none">• Backpacked for 100 days in April-July 2009 through southeast Asia and eastern Europe; wrote travel blog with five-star rating from friends• Cultivating interest in vinyasa yoga and its spiritual underpinnings• Learning to bake with proven talent in making cookies and red velvet cupcakes	

JOEL THOMAS MLINAR

10860 Bluestone Lake Drive • Mantua, OH 44255
jtmlinar@umich.edu

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration- Organization Development, May 2010 <ul style="list-style-type: none">• Member: Net Impact, Armed Forces Association• GMAT: 710 School of Natural Resources and Environment Master of Science - Behavior, Education and Communication, May 2010	Ann Arbor, MI
	UNITED STATES NAVAL ACADEMY Bachelor of Science - Physical Oceanography, May 1997	Annapolis, MD
EXPERIENCE	STANFORD FINANCIAL GROUP Go Green Initiative Intern <ul style="list-style-type: none">• Consolidated GHG emissions and carbon footprint calculations for global operations.• Researched potential partnerships/affiliations and carbon offset programs.	Ann Arbor, MI
Summer 2008		
M.A.P. 2008	CISCO SYSTEMS, INC. Multidisciplinary Action Project (MAP) <ul style="list-style-type: none">• Researched and provided guidance on Employee Engagement related to Cisco's Employee Value Proposition	San Jose, CA
2004-2006	US NAVY, COMMANDER TASK FORCE 67 Battle Watch Captain <ul style="list-style-type: none">• Acted as the Command, Control, Communications, Computers and Intelligence Assistant Department Head managing day-to-day IT utilization and Command and Control Circuits.• Served as Future Plans and Operations Department Head responsible for the supervision and training of 5 Lieutenants in their duties including the proper planning and execution of US and NATO operations and exercises.• Implemental in the justification of \$7.7 million allocated for supported operations and exercises for FY05.	Sigonella, Italy
2003-2004	US NAVY, TACTICAL SUPPORT CENTER, SIGONELLA Task Group Watch Officer <ul style="list-style-type: none">• Officer in Charge of multiple Mobile Operation Command Center detachments providing Command, Control, Communications, Computers and Intelligence at remote sites. Responsible for the proper deployment and operation of 4 to 15 person teams and up to \$5.7 million of equipment weighing 15,000lbs.• Led 15 person department providing IT and command and control system support.	Sigonella, Italy
1999-2003	US NAVY, PATROL SQUADRON EIGHT Tactical Coordinator <ul style="list-style-type: none">• As Avionics and Armament Division Officer, I was responsible for the supervision, training, and welfare of over 65 personnel in support of squadron electronics/avionics and weapons maintenance and handling.• Designated Mission Commander, Instructor Tactical Coordinator, Tactical Coordinator, Operational Risk Management Instructor.	Brunswick, ME
ADDITIONAL	<ul style="list-style-type: none">• Weapon Tactics Instructor Training, Fallon NV/Jacksonville FL (2003)• Fleet Replacement Squadron Naval Flight Officer Training, Jacksonville FL (1999)• Aviation Maintenance, Structures 'A' School, Millington TN (1991) -98% average. Honor graduate. Meritoriously promoted. Accepted for accelerated advancement.• US Navy Boot Camp -Honor Recruit. Meritoriously promoted. (1991)• Naval Reserve- Assistant Admin Officer, CNE-C6F Maritime Partnership Program, West & Central Africa• Security Clearance:TOP SECRET/SCI	

NEESHA MODI

1700 South State Street • Ann Arbor, MI 48104
nbmodi@umich.edu • 586.260.7141

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2012 <ul style="list-style-type: none">• Emphases in Strategy, Organizational Change and Emerging Markets• Member of Ross Net Impact, Energy Club and Ross Consulting Club• Co-Director of Sustainable Events for Net Impact School of Natural Resources and Environment Master of Science, May 2012 <ul style="list-style-type: none">• Emphases in Behavior, Education and Communication	Ann Arbor, MI
	MICHIGAN STATE UNIVERSITY Eli Broad College of Business Bachelor of Arts in Supply Chain Management, May 2005 <ul style="list-style-type: none">• Dual specializations in International Development and International Business• Graduation with High Honors, 3.89/4.0• Member of the Honors College and The National Society of Collegiate Scholars	East Lansing, MI
EXPERIENCE 2005-2009	ACCENTURE Supply Chain Management Consultant, 2007-2009 <ul style="list-style-type: none">• Managed entire strategic sourcing process including analyzing clients' operations, developing strategies for improving sourcing practices, negotiating with suppliers to implement agreements and drive cost savings• Sourced over \$150M of addressable spend within Financial Services, Natural Resources, Consumer Products and Communications industries achieving up to 40% annual savings• Formulated client strategy for establishment of sustainability group by recommending industry best practices that led to creation of Chief Sustainability Officer position• Redesigned client's corporate wide printing practices that led to approximately \$1M in annual savings• Facilitated over 50 interviews with client stakeholders to map out loan processing functions resulting in identification of redundant suppliers and cost savings opportunities of over \$5M Supply Chain Management Analyst, 2005-2007 <ul style="list-style-type: none">• Appointed US lead for web based electronic sourcing tool and coordinated roll out to organization, resulting in successful implementation at four engagements• Developed extensive training modules that are globally leveraged throughout Accenture and personally trained over 150 US and international colleagues and clients resulting in achievement of 95th percentile rating among peers	Chicago, IL
2008	FOUNTAIN OF SUSTAINABLE LIVELIHOODS Organizational Development Advisor <ul style="list-style-type: none">• Administered Board of Directors through strategic planning initiative outlining organization's goals, vision and growth strategies for next 3-5 years• Trained staff in business operations, effective professional communication and proposal development increasing capacity building and decreasing employee turnover by 50%• Established first ever monitoring and evaluation system measuring future progress against outlined strategy• Communicated and interacted with community members to engage local participation in savings programs and advocate benefits of microfinance loans, which resulted in 20% member growth	Accra, Ghana
ADDITIONAL	<ul style="list-style-type: none">• Avid world traveler, most recent destinations include Easter Island and Chile• Enthusiastic volunteer with Asha for Education, a non profit that supports socio-economic change in India through education	

J. BRIAN MOSS

727 East Kingsley Street #14 • Ann Arbor, MI 48104
jbmoos@umich.edu • 530.386.7072

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2012 <ul style="list-style-type: none">• Emphases in Sustainability and Social Entrepreneurship• Selected: Erb Institute Alumni Mentoring Program Team• Member: Net Impact, Entrepreneur and Venture Club• GMAT 750 (98th percentile) School of Natural Resources and Environment Master of Science, April 2012 <ul style="list-style-type: none">• Emphases in Behavior Change and Economics of Environmental Sustainability• Elected: Co-President of EcoValuation Working Group	Ann Arbor, MI
	UNIVERSITY OF VIRGINIA Bachelor of Arts in Economics and History, May 2003 <ul style="list-style-type: none">• Studied abroad in Sydney, Australia in Fall 2001	Charlottesville, VA
EXPERIENCE 2007-2009	INTEGRATED ENVIRONMENTAL RESTORATION SERVICES Operations and Resource Manager <ul style="list-style-type: none">• Analyzed financial accounting system, identified opportunities, and made recommendations saving the company over \$100K annually.• Organized internal and external stakeholder engagement for implementation of \$5M watershed restoration and mitigation effort, resulting in efficient 3-party communication during initial project stages.• Managed editorial services across all departments, reducing copy errors by over 50% and significantly improving professional reputation.• Developed comprehensive marketing plan, including new logo, website, and print materials, resulting in increased brand awareness and recognition.	Tahoe City, CA
2005-2007	CHADWICK SCHOOL Wilderness Instructor/Guide <ul style="list-style-type: none">• Managed risks and group dynamics during week to month-long wilderness backpacking expeditions, ensuring a healthy and enjoyable student experience.• Developed curriculum and taught wilderness skills to groups of 12-15 teenagers that consistently received excellent evaluations from students and coworkers.	Los Angeles, CA
2005-2007	ADVENTURES CROSS COUNTRY International Trip Leader <ul style="list-style-type: none">• Led and supervised groups of 10-15 students on international adventure expeditions, employing experiential learning opportunities to teach lessons in group dynamics, community service, and natural history.• Managed risks for international group travel, keeping students safe while ensuring a positive group dynamic.	Mill Valley, CA
2003-2005	BANG ASIAN FUSION TAPAS & COCKTAIL BAR Bar Manager <ul style="list-style-type: none">• Managed 8 front-of-house employees at this trendy restaurant and nightclub, resulting in increased year-over-year sales and improved rate of employee retention.• Streamlined bar inventory ordering and stocking system, doubling stocking efficiency and increasing overall profitability 10%.	Charlottesville, VA
ADDITIONAL	<ul style="list-style-type: none">• Successfully teamed with friends to complete a two-day technical mountaineering ascent and ski descent of Mount Shasta (14,179 ft) in Spring 2008.• Led part of an intensive wilderness leadership course with the National Outdoor Leadership School (NOLS) located in the mountains surrounding the Teton Valley, Idaho.	

KATHERINE E. O'HARE

1131 Church St, Apt 102 • Ann Arbor, MI 48104
katherine.ohare@gmail.com • 914.400.8130

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business & School of Natural Resources MBA/MS Fellow at the Erb Institute for Global Sustainable Enterprise, May 2011 <ul style="list-style-type: none">• GMAT Score: 760 (99th Percentile)• Elected VP of Erb Institute Community Committee• Elected Internal Communications Chair of School of Natural Resources Student Government• Recipient of Woman's Council Scholarship• Selected by peers to receive the Stephen M. Percy Service Award• Member of Net Impact Campus Sustainability Team, Erb Institute Program Navigation Committee, Energy Club, Michigan Business Women and 2009 M-trek Trip Leader	Ann Arbor, MI
	COLGATE UNIVERSITY Bachelor of Arts, May 2005 <ul style="list-style-type: none">• Graduated Cum Laude in Economics• Honors: Dean's List (4 out of 8 semesters)	Hamilton, NY
EXPERIENCE Summer 2009	SUSTAINABLE FOOD LAB Intern <ul style="list-style-type: none">• Evaluated different strategies for farms and companies to access agricultural carbon markets• Calculated potential costs and benefits to farms of entering voluntary carbon markets• Assisted in field-testing of soil carbon quantification methodology to be submitted as a protocol to voluntary carbon market standard setting bodies• Analyzed the sustainability trends of the top 50 food producers for client company to use in strategic decision making process and partnership outreach	White River Junction, VT
2005-2008	MEDIAEDGE CIA Senior Communications Analyst, Vanity Fair Account, 2007-2008 <ul style="list-style-type: none">• Created brand objectives and planning strategies which impacted overall direction of national advertising campaigns• Managed over \$80 million in budgetary spending while coordinating television, print, and online teams allocation strategies• Created demographic profiles and consumer insights that impacted future direction of \$20 million in Lee Jeans media spending• Learned proprietary media modeling tools to measure and predict results of media spending for use in strategy analysis Communications Analyst, Cadbury Schweppes Account, 2006-2007 <ul style="list-style-type: none">• Coordinated planning and buying strategies among 15 members of multiple implementation teams in order to reach strategic objectives• Received first annual "Cadbury Innovation Award" for "innovative thinking, leadership and teamwork"• Managed extensive quarterly research presentation among 7 team members that was used to assess future budgets and strategies Assistant Communications Analyst, Cadbury Schweppes Account, 2005-2006 <ul style="list-style-type: none">• Analyzed and prepared competitive research of category leaders and for use in future planning	New York, NY
2003	THE RHONE GROUP Intern <ul style="list-style-type: none">• Researched potential investment opportunities and prepared reports used to assess future earnings	London, England
ADDITIONAL	<ul style="list-style-type: none">• Volunteer, Colgate University Alumni Admissions, May 2007- Present• Two years of college level Japanese• Trivia and pop culture enthusiast: two-time office Oscar pool winner	

JOHN (TRIP) O'SHEA
339 John St. • Ann Arbor, MI 48104
toshea@umich.edu • 734.657.2807

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business & School of Natural Resources MBA & MS in Sustainable Systems, April 2011 <ul style="list-style-type: none">• Concentration in Finance & Corporate Environmental Strategy• Clubs: Finance, Energy, Investment Management, EcoValuation (founding member)• Awarded 2 year merit scholarship, GMAT: 760 (99th percentile)	Ann Arbor, MI
	BATES COLLEGE Bachelor of Arts, May 2000 <ul style="list-style-type: none">• Double Major in Economics and Environmental Science & Policy	Lewiston, ME
EXPERIENCE	THE WATER INITIATIVE, LLC Market Strategy Intern <ul style="list-style-type: none">• Managed team of 3 to implement micro-leasing model and market strategy for water purification startup, developed operating procedures and sales training program• Constructed financial model to analyze client acquisition costs, variable and fixed costs, projected revenues, and lifetime customer value to inform product launch strategy	Gomez Palacio, Mexico
Summer 2009		
2005-2008	ENSENADA PARTNERS, S.A. Founder and Consultant <ul style="list-style-type: none">• Advised proposed 105MW wind farm, performed due diligence, financial modeling & valuation, carbon finance strategy, and delivered recommendation for strategic sale• Led turnaround strategy for Tin Marin Foundation, served as Interim Director, reported daily to BOD, managed operations, cut costs, generated \$75K revenue through fundraising events and business alliances• Quantified ground freight industry eco-efficiency for Ministry of Economy, presented recommendations to reduce CO2 emissions and improve fleet efficiency by 45%	San Salvador, El Salvador
2006-2007	ENSENADA PARTNERS, S.A. FONSECA WEST ECO-RESORT Founding Partner & Lead Developer <ul style="list-style-type: none">• Identified opportunity to develop country's first eco-resort marina, assembled advisory board, recruited local partners, researched property holdings, negotiated purchase options, established a local investment corporation to develop the project• Conducted maritime market study, performed financial modeling and valuation analysis, wrote business plan with pro-forma financials, developed marketing materials, pitched project to investors, secured \$300K seed commitment.	San Salvador, El Salvador
2003-2004	THE NATURE CONSERVANCY Conservation Finance Analyst <ul style="list-style-type: none">• Led a financial planning initiative to diversify revenue and smooth cash flow through carbon offsets, eco-tourism, development financing, sustainable forestry, and private donors, leading to 5-year plan and establishment of a conservation trust fund.• Produced valuation analysis and business plan for \$2.3M renewable energy carbon offset project with Sandia Labs, received \$100K in first round R&D funding• Designed capital strategy as member of project team, created marketing materials, presentations, and proposals, raised over \$2M to purchase 77,000 acres of rainforest	Guatemala City, Guatemala
2000-2002	CLAREON CORPORATION (NOW BANK OF AMERICA) Business Development Associate <ul style="list-style-type: none">• Generated appointments with Fortune 500 CFOs/Treasurers, drove a 16% increase in sales and initiated 2 strategic partnerships for B2B e-payment startup• Executed direct marketing campaigns utilizing email, interactive-web, direct mail and telesales channels which acquired over 3000 customers with total transactions of \$2.1B	Portland, ME
ADDITIONAL	<ul style="list-style-type: none">• Fluent in Spanish, extensive experience living/working in Latin America• NCAA Division 1 alpine ski team member at Bates College• Collegiate sailor and former US Sailing certified coach• Student mentor for the School of Natural Resources	

EVA OWENS

815 E. Huron Road, Apt #7 • Ann Arbor, MI 48104
evadee@umich.edu • 512.626.8020

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources MBA/MS, May 2011 <ul style="list-style-type: none">• Emphases in Strategy and Sustainability• Fellow, Erb Institute for Global Sustainable Enterprise• Elected: V.P. of Sustainability, Net Impact• Member: Consulting Club, Energy Club and Net Impact	Ann Arbor, MI
	OBERLIN COLLEGE Bachelor of Arts in Religion, May 2000	Oberlin, OH
EXPERIENCE	DTE ENERGY Graduate Intern, Finance <ul style="list-style-type: none">• Proposed accounting and funding adjustments in nuclear decommissioning accounts projected to save \$256M• Developed framework for capital investments in conjunction with division's M & A activity; framework is now used for decision making at the division level• Analyzed financial projections and developed pro forma of a major capital investment for use in a board-level investment committee decision	Detroit, MI
2009	PACIFIC GAS & ELECTRIC CORPORATION Student Consultant <ul style="list-style-type: none">• Analyzed market for renewable energy certificates which resulted in a market entry strategy including pricing plan, demand projections, and operations plan	San Francisco, CA
2005-2008	AUSTIN HUMANE SOCIETY Director of Development <ul style="list-style-type: none">• Led four member team in restructuring operations and launching marketing strategy resulting in 56% increase in organization's total income in two year period• Analyzed local pet over-population to address problem; created operational plan and raised funds for new large volume spay/neuter service resulting in 5000 animals served annually and \$250,000 annual savings for taxpayers• Redesigned online marketing strategy to increase donations by utilizing interactive features and traditional media tie-ins; increased revenue 20x over two year period• Optimized profit opportunities and identified cost-savings in events resulting in overall 25% cost savings	Austin, TX
2001-2005	TEXAS CRIMINAL JUSTICE COALITION Executive Director, 2003-2005 <ul style="list-style-type: none">• Led organization including developing strategic direction, identifying priorities for policy reform, and raising funds, resulting in significant increases in legal aid and rehabilitation programs in Texas• Grew start up organization from staff of one to staff of 13, doubling revenue every year• Led team in conducting the largest quantitative study of racial disparities in police traffic stop and search rates in the country resulting in national media coverage including The New York Times, recommendations adopted in twelve cities• Created and executed legislative strategy including drafting bills, direct negotiation with legislators, field operations and mass communications resulting in four major bills passing the Texas House and Senate Program Coordinator, 2001-2003 <ul style="list-style-type: none">• Identified barrier to voter registration for minority group and negotiated with Secretary of State to develop new language on registration forms resulting in 10,000 new registrants in first year	Austin, TX
ADDITIONAL	<ul style="list-style-type: none">• Passionate connoisseur of Tex-Mex food• Awarded Texas NAACP Presidential Award for research and policy advocacy	

LAURA PALOMBI

1809 Independence #15 • Ann Arbor, MI 48104
lpalombi@umich.edu • 517.282.4969

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business MBA General Management, April 2011 <ul style="list-style-type: none">• Member: Net Impact, Ross energy Club School of Natural Resources and Environment M.S. Environmental Policy and Planning, April 2011 <ul style="list-style-type: none">• Rackham Non-Traditional Fellowship Recipient• Edna Bailey Sussman Scholarship Recipient• V.P. of Communications and Membership- Ecoevaluation Student Working Group	Ann Arbor, MI
	MICHIGAN STATE UNIVERSITY College of Natural Science M.S. Entomology, May 2002 <ul style="list-style-type: none">• Dean's List all semesters• Gordon Guyer Award for Outreach College of Natural Science- Lyman Briggs School B.S. Environmental Science and Management, May 2000	East Lansing, MI
EXPERIENCE	CITY OF ANN ARBOR, MI ENERGY OFFICE Program Development Assitant <ul style="list-style-type: none">• Researched innovative energy efficiency and renewable energy financing programs; identified transferable features and recommended steps for developing similar programs.• Coordinated a working group on property-assessed clean energy lending program development with a goal to launch in 2010• Designed the structure of and wrote supporting materials for a new energy efficiency lending program for local businesses starting in January 2010• Prepared presentations for City Council and the Energy Commission on lending programs development and progress	Ann Arbor, MI
2009-Present		
2004-2008	DETROIT ZOOLOGICAL SOCIETY Associate Curator of Invertebrates <ul style="list-style-type: none">• Established Michigan's first captive rearing program for the federally endangered Karner blue butterfly. Stayed within proposed budget to build and operate captive rearing facility• Initiated partnership secured donations valued at over \$12,000 for a zoo-wide energy and recycling audit, recycling containers, and recycling pick-up services.• Optimized operational aspects of butterfly house exhibit through better communication with staff, vendors and permitting agencies to reduce livestock butterfly losses by 15% and achieve near-zero loss• Served as institutional representative for several Association of Zoos and Aquariums advisory groups	Royal Oak, MI
2003-2004	U.S. DEPARTMENT OF AGRICULTURE AGRICULTURAL RESEARCH SERVICE Research Assistant <ul style="list-style-type: none">• Developed testing protocols and conducted field, greenhouse, and processing trials for new bean varieties	East Lansing, MI
2000-2002	MICHIGAN STATE UNIVERSITY LYMAN BRIGGS SCHOOL Graduate Teaching Assistant <ul style="list-style-type: none">• Balanced full course load with half-time teaching appointment (20 hours/week) for introductory biology course	East Lansing, MI
ADDITIONAL	<ul style="list-style-type: none">• US Green Building Council- Detroit Regional Chapter- Strategic Planning and Policy committees• Butterfly Conservation Initiative, elected Steering Committee member, 2005-present	

ARTHUR PETERSON

1027 Granger St. #2 • Ann Arbor, MI 48104
abpete@umich.edu • 734.223.8021

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2011 <ul style="list-style-type: none">• Focuses on strategy, corporate social responsibility, and organizational management• Consulted on green jobs company creation for Sustainable South Bronx and community-supported solar project for Michigan Clean Energy Coalition• Implementing socially responsible investing for the University's endowment School of Natural Resources and Environment Master of Science, April 2011 <ul style="list-style-type: none">• Focuses on environmental science, sustainability strategy, and environmental sociology• Master's project mapping carbon in supply chain for Ford Motor Company• Erb Institute for Global Sustainable Enterprise dual degree student	Ann Arbor, MI
	DARTMOUTH COLLEGE Bachelor of Arts, June 2005 <ul style="list-style-type: none">• Major in Environmental Studies, Minor in Public Policy	Hanover, NH
EXPERIENCE	ACA ASSOCIATES Environmental Consultant <ul style="list-style-type: none">• Developing environmental research and strategy for aviation consulting company.• Work focuses on reducing airline industry greenhouse gas emissions and financing alternative jet fuels.	New York, NY
2008-Present Part-time		
Summer 2009	CERES Corporate Programs Summer Intern <ul style="list-style-type: none">• Organized, researched, and wrote collaborative white paper on elements of a sustainable 21st Century corporation.• Paper (forthcoming) will set Ceres strategy for future corporate partnerships and engagements.• Evaluated current and prospective Ceres companies on sustainability performance.	Boston, MA
2007-2008	MIRACLE CORNERS OF THE WORLD Richard D. Lombard Fellow / Project Manager <ul style="list-style-type: none">• Developed and implemented sustainable agriculture education program.• Worked with community women's group, local community leaders, and federal and local government officials to plan for long-term success of the program.• Organized and implemented community development projects such as library, computer classes, and microfinance education.• Funded by grant from the Richard D. Lombard Fellowship, through Dartmouth's Dickey Center for International Understanding.	Songea, Tanzania
2006-2007	KLD RESEARCH & ANALYTICALS, INC. Project Manager / Research Analyst <ul style="list-style-type: none">• Analyzed social and environmental records of portfolio of publicly traded companies.• Work focused on supply chain and human rights best practices.• Managed and was lead research analyst for KLD's Sudan divestment product.• Communicated extensively with companies, NGOs, and other stakeholders.• Member of internal environmental audit team.	Boston, MA
ADDITIONAL	<ul style="list-style-type: none">• President of the Social Sector Collaborative, a network of graduate students from Michigan's professional schools• Rowing - Dartmouth co-captain, two-time national champion, have coached high school and adult rowing• Appointee - City of Cambridge's Climate Protection Action Committee, 2006-2007• Software - Proficient in Microsoft Office programs, functional knowledge of ArcGIS• International - Extensive travel in Sub-Saharan Africa, Conversational in Swahili	

MICHELLE QUIBELL

1022 South Forest Ave, Apartment 2 • Ann Arbor, MI 48104
mquibell@umich.edu • 678.429.5531

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources MBA/MS, Erb Institute for Global Sustainable Enterprise, May 2012 <ul style="list-style-type: none">• Emphases in General Management and Sustainable Energy Systems• Member: Net Impact, Energy and Emerging Markets Clubs• Selected: Community Consulting Club, project for Energy Works MI• Selected: Ross School of Business Ambassador• 700 GMAT, awarded merit-based scholarship	Ann Arbor, MI
	YALE UNIVERSITY BA in Environmental Studies, May 2006 <ul style="list-style-type: none">• Yale Women's Varsity Squash- NCAA Women's Team Champions 2004-2006; NCAA Individual Champion 2004, 2005; All American 2003-2006; Academic All-Ivy 2006• Yale Youth Day Volunteer- coached low-income children softball in New Haven	New Haven, CT
EXPERIENCE 2007-2009	NATURAL RESOURCES DEFENSE COUNCIL Climate Field Director <ul style="list-style-type: none">• Envisioned and spearheaded NRDC's first long-term campaign to mobilize support for climate legislation among over 50 elected officials within critical states, broadening organization's advocacy tools• Led, advised and oversaw a team of nine political consultants with average of 15 years experience to assess and execute state-specific strategies, effectively swaying swing members of Congress to support climate policy• Analyzed Missouri's renewable energy potential and the economic benefits associated with clean energy development in rural Missouri; released report in a statewide conference call targeting rural news outlets• Managed team of 43, including four external organizations, to release four climate-related reports in 34 states that generated more than 75 press hits each• Negotiated NRDC's position within several coalitions and built strategic partnerships with over 15 organizations nationwide• Acquired an additional \$500K to expand NRDC's climate campaign budget by 200%	Washington, DC
2006-2007	NATURAL RESOURCES DEFENSE COUNCIL CLIMATE CENTER Program Assistant <ul style="list-style-type: none">• Produced climate policy analyses, formulated Congressional climate targets, and led meetings with Congressional staffers, effectively informing decision makers and shaping legislation• Co-authored paper on NRDC's contribution to Montreal Protocol with chief negotiator of the treaty• Organized five Re-Energize America town hall events with faith, business and national security panelists educating over 150 people on importance of climate policy and reaching thousands more through newspaper and radio coverage• Coordinated six NRDC events for 'Step It Up', a national day of action calling federal climate legislation and co-directed the flagship event on the Capitol lawn in DC with over 300 attendees and national press coverage• Produced science updates, fact sheets and PowerPoint presentations	Washington, DC
2005-2006	YALE UNIVERSITY ATHLETICS DEPARTMENT Women's Intercollegiate Endowment & Resource Coordinator <ul style="list-style-type: none">• Launched endowment for Yale female athletics raising over \$650K in one year• Planned the first mentorship weekend providing female students the opportunity to network and learn from successful alumni	New Haven, CT
ADDITIONAL	<ul style="list-style-type: none">• Silver Medalist in Women's Team Squash, 2007 Pan-American Games• DC Squash Academy Volunteer- planned fundraiser and raffle to generate \$8,000 in proceeds, volunteered to coach squash to underprivileged middle school children	

JENNIFER RITCHEY

727 East Kingsley Street, Apartment 14 • Ann Arbor, MI 48104
jritche@umich.edu • 734.478.9016

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2012 <ul style="list-style-type: none">• Emphasis in Corporate Social Responsibility• Member of Net Impact• Member of Communications Committee, Community Committee, and Recruitment Committee for Erb Institute for Global Sustainable Enterprise• GMAT 730 (96%); 6.0/6.0 Analytic Writing School of Natural Resources and Environment Master of Science, May 2012 <ul style="list-style-type: none">• Focus on Environmental Policy	Ann Arbor, MI
	UNIVERSITY OF NORTH CAROLINA College of Arts and Sciences Bachelor of Science, May 2006 <ul style="list-style-type: none">• Captain of Varsity Fencing Team• Leader and spokesperson of climate change policy study abroad group project for Cambridge, UK• Graduated with Honors 3.57/4.0	Chapel Hill, NC
EXPERIENCE 2008-2009	EDUCATION NATIONALE DE LA FRANCE Teaching Assistant <ul style="list-style-type: none">• Increased students' verbal participation by 20% through facilitated discussion among small and large groups of students• Tailored new teaching materials for 20 high school and middle school participative classroom situations• Collaborated with teachers to improve classroom techniques resulting in 10% higher grades	Marseille, France
2006-2008	PEACE CORPS Environment Volunteer <ul style="list-style-type: none">• Designed training program and trained 25 new Peace Corps Volunteers over 2 years, helping to decrease the Early Termination rate from 50% to 40%• Wrote grant proposals for local development projects and received money for a school building, 5 student workshops serving over 75 students, and a field trip for over 90 students to visit the nearest national park• Spoke publicly in English and French in trainings and meetings achieving a "superior" language result from Foreign Service Institute• Facilitated cooperation between local non-governmental organizations, local government, schools, and local resource persons resulting in monthly town cleanups, weekly radio shows, weekly environmental club meetings at 6 schools, and 16 teacher training workshops• Helped to revise scattered agenda of the Peace Corps Benin Environment program when it was on the brink of losing funding, redefining overall goals of program and developing new training resources	Banikoara, Benin
ADDITIONAL	<ul style="list-style-type: none">• Fluent French speaker• Participates in Ross Women's Hockey Club, conquering fear of cold and ice• Scuba-certified since the age of 13, diving in the Florida keys and Cayman Islands• Avid hiker, trekking through Southern France, SE Mali, and the Appalachian mountains	

ALANYA SCHOFIELD

1022 S. Forest Avenue #3 • Ann Arbor, MI 48104
alanyas@umich.edu • 203.675.2549

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources MBA/MS, Erb Institute for Global Sustainable Enterprise, April 2011 <ul style="list-style-type: none">• Tauber Institute for Global Operations Fellow• Selected: Frankel Early Stage Venture Capital Fund Fellow, Clean Tech Team• Elected: Energy Club VP of Education; Net Impact Director of Built Environment• Selected: Semi-Finalist in DTE Energy Clean Energy Prize, Global Social Venture Competition, and Dell Social Innovation Competition	Ann Arbor, MI
	YALE UNIVERSITY BA, Architecture (focus on Urban Studies), May 2004 <ul style="list-style-type: none">• Thesis: Industrial Symbiosis and Eco-Industrial Parks: Models for a Sustainable Future	New Haven, CT
EXPERIENCE	VORTEX HYDRO ENERGY Business Advisor <ul style="list-style-type: none">• Leveraging industry contacts to define target customer base, developing market entry strategy, and refining business plan for hydro-kinetic generator start-up company.	Ann Arbor, MI
2008-Present Part-time		
Summer 2009	SRG GLOBAL Business Development Intern <ul style="list-style-type: none">• Managed four person team that assessed the renewable energy market and identified 73 products capitalizing upon the firm's engineering and manufacturing capabilities.• Developed market entry strategy anticipated to achieve \$292 Million of new annual revenue within five years, created implementation plan, and initiated two pilot projects.	Warren, MI
M.A.P. 2009	ENERGY CONVERSION DEVICES / UNI-SOLAR Consultant <ul style="list-style-type: none">• Developed methodology to evaluate new product applications and undertook business case analyses of top two applications.• Presented findings and recommended next steps to senior management; recommendations currently being pursued.	Rochester Hills, MI
2007-2008	BOFFA MISKELL LIMITED Urban Designer <ul style="list-style-type: none">• Created strategic development and implementation plan for redevelopment of 35-hectare industrial waterfront area; approved by redevelopment entity's management team and utilized by consultants in subsequent design and engineering.• Assessed strengths and weaknesses of Auckland City Council's practices through an Urban Design Audit; recommended specific policy, regulatory, and operational changes to streamline development and improve design of approved projects.	Auckland, New Zealand
2005-2007	THE PLANNING CENTER Associate Planner/Designer, 2007 <ul style="list-style-type: none">• Managed three private sector mixed-use and residential infill development projects with budgets totaling approximately \$500,000; coordinated with clients, managed sub-consultants and support staff, and oversaw project budget and billing.• Spearheaded company's sustainability initiative to provide clients with wider range of sustainable design services and reduce firm's environmental impact; resulted in hiring of additional green design professional and increased utilization of green services.	Costa Mesa, CA
ADDITIONAL	<ul style="list-style-type: none">• Led 40-member volunteer group that identified operational, sourcing, and transportation strategies to minimize environmental impact of 22,000+ attendee U.S. Green Building Council annual conference (2007).• LEED Accredited Professional through U.S. Green Building Council (2006).• Coordinated and led 9-week cross-country bicycle ride that raised over \$300,000 for Habitat for Humanity (2004).	

JOHN SEAVER

914 Vaughn St. #1 • Ann Arbor, MI 48104
seaver@umich.edu • 626.353.7482

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources MBA/MS, Environmental Policy and Planning, April 2012 <ul style="list-style-type: none">• Emphasis Area: Sustainable Operations• Admitted to Tauber Institute for Global Operations & Erb Institute for Global Sustainable Enterprise• Elected: Section Sustainability Chair; Campus Sustainability Working Group Member• Supply Chain Panel Lead - Global Operations Conference	Ann Arbor, MI
	PRINCETON UNIVERSITY Bachelor of the Arts, English Literature, June 2002	Princeton, NJ
EXPERIENCE	SOLAR ELECTRIC SOLUTIONS Summer Intern <ul style="list-style-type: none">• Pitched development plans for commercial photovoltaic farms to regional planning boards and state environmental agencies and presented feedback to CEO and COO.• Developed new land acquisition and construction strategies to mitigate environmental impacts on endangered species and shorten permitting by 6 to 12 months.	Woodland Hills, CA
2008-2009	TENARIS Supply Chain Execution Order Manager <ul style="list-style-type: none">• Supervised execution and fulfillment of \$36 million budget of orders through international supply chain to U.S. distributors.• Coordinated team of 15 engineers to perform cost, technical feasibility, scheduling and plant load-provisioning analysis to improve accuracy of commercial offers.• Assessed processing plant supply chain and recommended improvements resulting in increase of daily receivables from 240 to 400 tons per day, as well as improving delivery compliance and invoicing discipline.• Analyzed existing invoice forecasting models and re-designed database to incorporate real-time updates thereby reducing budget approval process time by 20%.	Houston, TX
2006-2008	HYDRIL COMPANY Supply Chain Management and Sales Rotational Trainee <ul style="list-style-type: none">• Coordinated manufacturing planning team for premium connection production facility in Volgograd, Russia and facilitated smooth cross-cultural exchange.• Evaluated existing quote-generating tools and supervised team of three IT engineers in the design and roll-out of 30% less time intensive new system.	Aberdeen, Scotland
2005-2006	WORLD LINK Inside Sales Coordinator <ul style="list-style-type: none">• Managed \$150 K monthly ad purchasing and scheduling for key customer accounts.• Assessed opportunity for automated tools to aid order fulfillment and developed accuracy and efficiency improving customer feedback reports.	Los Angeles, CA
2003-2005	INDEPENDENT FILM PRODUCTIONS - VARIOUS COMPANIES Production Coordinator/Script Supervisor <ul style="list-style-type: none">• Supervised set operations, managed facilities, and liaised between vendors and crews of up to twelve departments on twenty film and commercial productions.	Los Angeles, CA
ADDITIONAL	<ul style="list-style-type: none">• The Heat and Warmth - Fund Volunteer Consultant (2009)• Intel ALP Case Competition Winner (2009)• Coach, coxswain and oarsman - Aberdeen Boat Club (2006-2008)• Volunteer Counselor - Samaritans Crisis Line (2007-2008)• Executive Secretary of Surfrider Foundation, Los Angeles Chapter, organizing coastal environment sustainability awareness events including fundraisers, speakers, and beach clean ups (2005-2006)	

ALLISON SHAPIRO

1329 White Street • Ann Arbor, MI 48104
aashap@umich.edu • 301.785.9910

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2012 <ul style="list-style-type: none">• Emphases in Finance, Corporate Strategy, and Clean Technology• Club Membership: Finance, Energy, Alternative Investments, Net Impact• Selected: Co-Director, Ross Carbon Symposium 2009• Selected: Ross Energy Club Representative to Collegiate Energy Association School of Natural Resources & Environment Master of Science, May 2012 <ul style="list-style-type: none">• Emphasis in Sustainable Systems [Energy and Climate Change]• Erb Institute for Global Sustainable Enterprise MBA/MS program• Merit scholarship recipient	Ann Arbor, MI
	GEORGETOWN UNIVERSITY Walsh School of Foreign Service BS, Science Technology & International Affairs, May 2007 <ul style="list-style-type: none">• Founder, Georgetown University Sustainability Committee• GPA 3.71/4.0, Magna Cum Laude	Washington, DC
EXPERIENCE 2008-Present	SHOT OF CHARITY Director, Sustainability & New Product Development <ul style="list-style-type: none">• Evaluate market potential and develop client acquisition strategy for Corporate Social Responsibility (CSR) consulting group targeting US coffee and gourmet food retailers• Designed products for CSR programs of two coffee chains, one national and one regional, leading to brand enhancement and increased customer retention	Washington, DC
2008-2009	ECOSYSTEM MARKETPLACE Associate, Carbon Markets Program <ul style="list-style-type: none">• Analyzed supply, demand, and policy trends in global voluntary and emerging US carbon markets, resulting in co-authorship of leading market publications including State of the Voluntary Carbon Markets 2009 and business guide to carbon offsets• Developed voluntary carbon market strategy for proposed multi-billion dollar New Zealand government emissions trading scheme• Spearheaded competitive analysis of carbon market information providers, resulting in redesign of Ecosystem Marketplace's carbon-related products• Presented original research on carbon markets to multi-stakeholder audiences of up to several hundred individuals at events in North America and Asia, catering to both financial and public sector audiences• Managed carbon markets internship program, including educating interns about industry and performing quality-control on intern deliverables, resulting in faster turn-around time and higher-quality published products	Washington, DC
2007-2008	ICF INTERNATIONAL Research Assistant, Environment Program <ul style="list-style-type: none">• Modeled cost considerations of waste management alternatives, producing financial guide for public venue operations managers on waste disposal and recycling options• Jointly managed stakeholder engagement activities of multi-million dollar Environmental Impact Assessment (EIA) contracts for US federal government transportation and energy storage projects	Fairfax, VA
ADDITIONAL	<ul style="list-style-type: none">• Designed \$250 million Green Building in Higher Education program included in US Energy Independence and Security Act while a student at Georgetown University. Act signed into law December 2007.• Fluent in Spanish. Studied abroad in three Spanish-speaking countries/territories• Toured regionally and recorded album with collegiate a capella group• Hiked the Camino de Santiago	

SARAH R. SHAPIRO

326 1/2 Catherine Street • Ann Arbor, MI 48104
sshap@umich.edu • 914.715.9503

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business & School of Natural Resources Master of Business Administration & Master of Science, May 2011 <ul style="list-style-type: none">• Fellow at the Erb Institute for Global Sustainable Enterprise• Emphases in Corporate Strategy and Environmental Sustainability• Elected Vice President of Erb Institute Recruiting Committee by group of 100+ peers• Selected as a Student Ambassador by the Office of Admissions• Member: Consulting Club, Michigan Business Women, Energy Club, Net Impact Club	Ann Arbor, MI
	CORNELL UNIVERSITY College of Engineering Bachelor of Science in Earth and Atmospheric Sciences, May 2005 <ul style="list-style-type: none">• Awarded grant from Learning Initiatives for Future Engineers, & Dean's List• Member: Cornell Engineering Ambassadors and Engineering Peer Advisors Network	Ithaca, NY
EXPERIENCE Summer 2009	CISCO SYSTEMS, INC. Sustainability Consultant/EDF Climate Corps Fellow <ul style="list-style-type: none">• Assessed facilities, performed financial analysis, and provided recommendations on energy efficiency (EE) projects in Cisco's large electronics labs.• Identified potential energy savings of over \$1.8M and 18M kWh of electricity.• Developed energy efficiency policy statement and strategies to help Cisco reach 25% greenhouse gas reduction goal.• Published blog posts on Reuters, Greenbiz.com; selected to speak on a panel at the Net Impact National Conference, Ithaca 2009.	San Jose, CA
2005-2009	ICF INTERNATIONAL Associate, 2008-2009 <ul style="list-style-type: none">• Researched projects remotely for the EPA to provide climate change impact analysis.• Advised the development of three emission sources for the EPA's U.S. Greenhouse Gas Inventory and recommended potential methodological improvements. Analyst, 2007-2008 <ul style="list-style-type: none">• Calculated greenhouse gas emission estimates for five sources in the U.S. Greenhouse Gas Inventory of Emissions and Sinks, resulting in annual published document.• Analyzed landfill carbon storage for both public and private sector clients to quantify possible carbon offsets.• Created database from 3000 source which aided in the development of a technical document on climate change adaptation options in protected ecosystems.• Supervised up to three Research Assistants, leading them through multiple demanding projects for EPA clients while gaining management skills.• Awarded a 2007 and 2006 ICF Special Recognition Award for contributions to an important climate change adaptation project. Research Assistant, 2005-2007 <ul style="list-style-type: none">• Researched and analyzed climate change impacts and adaptation projects to provide best management practice framework for local decision makers.• Evaluated a new U.S. Green Buildings Council LEED product for potential benefits associated with climate change adaptation; produced fact sheet for land developers.• Developed proposals for the internal climate change strategy team, and provided business development support to executive-level directors.• Supported ICF and EPA team with public relations and logistical support at six workshops and conferences.	Washington, DC
ADDITIONAL	<ul style="list-style-type: none">• Published eight articles in Business Week Magazine including a cover story on Global Warming, 2003-2004.• Traversed glaciers in both the Northern and Southern Hemispheres within one month.• Volunteer for the Cornell Alumni Admissions Ambassador Network, 2005-present.	

REBECCA GARD SILVER

723 E. Kingsley St., Apt. 304 • Ann Arbor, MI 48104
rgsilver@umich.edu • 517.420.2881

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration <ul style="list-style-type: none">• Focus on Green Product Design, Development and Marketing• GMAT: 720 (95th percentile)• Elected: Publicist - Section 4, VP Marketing - Ross Net Impact• Appointed: Logistics Director - Ross Net Impact Forum '09 School of Natural Resources and Environment Master of Science in Sustainable Systems	Ann Arbor, MI
	RHODE ISLAND SCHOOL OF DESIGN Bachelor of Fine Arts in Industrial Design, August 2003 <ul style="list-style-type: none">• Winner of 2003 Rachel Carson Environmental Award for Industrial Design	Providence, RI
EXPERIENCE	FREELANCE WRITER AND EDITOR Editor/Writer: Discovery Channel's Planet Green & Inhabitat <ul style="list-style-type: none">• Managed writers and developed content for TreeHugger and Planet Green's "How to Go Green" guides, launching series as most highly trafficked blog feature on both sites (blogs receive over 2.5 million unique visitors per month).• Wrote articles on green design and sustainable living for blogs Inhabitat, Planet Green and TreeHugger which were voted onto Digg.com's top 10 list.	New York, NY
2008	FREELANCE GREEN DESIGN CONSULTANT Non-Profit Chair, Educator, Events Director <ul style="list-style-type: none">• Led the o2-NYC eco-design organization establishing board of directors, leading workshops and exhibitions, and redesigning brand identity/website; actions helped o2 achieve non-profit status, grow from 0-140 paid members, and become hub for green-design education.• Founded/directed HauteGREEN (NYC, '06, '07), an eco-design exhibition with 5000 attendees; liaised with designers, media, and sponsors; led production team; designed exhibition space; produced speaker series; resulting in coverage in 50+ media outlets including the New York Times, London Observer, and BusinessWeek.• Directed seven major conferences and exhibitions including Inhabitat's Greener Gadgets, Good Magazine's Good December, and J. Ottman Consulting's Design:Green, coordinating exhibitions, funding, promotion, design, and logistics, and exceeding financial and membership targets for event sponsors.	New York, NY
2004-2008	FREELANCE DESIGNER Graphic and Product Designer <ul style="list-style-type: none">• Initiated and created graphic style guide and templates for television news show "Democracy Now!", as their senior on-air graphic designer ('05-'08), allowing show to achieve visual consistency, reduce production time, and cut redundant production staff.• Designed home and interior products, graphics for print and broadcast, and merchandising displays for over 20 clients in New York City; home goods and furniture, developed with designers Lisa Smith and Nick Dine, led to successful product launches for Nambé Mills, Magpie, Dillard's, Brayton, Dune, others.	New York, NY
2006-2008	STUDIO BEVAN Junior Designer <ul style="list-style-type: none">• Developed successful point-of-purchase displays for Clinique and Stila Cosmetics, leading Studio Bevan to win contract for all Stila merchandising, internationally.• Designed furniture and home goods featured in numerous design publications, including Metropolitan Home's 2005 "Design 100" awards.	New York, NY
ADDITIONAL	<ul style="list-style-type: none">• Work featured in 40+ publications including BusinessWeek, London Observer, Metropolis Magazine, New York Times, Los Angeles Times, and Good Magazine.	

NATHAN SPRINGER

1330 Wisteria Drive #4632 • Ann Arbor, MI 48104
nathansp@umich.edu • 562.686.2446

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources MBA/MS, April 2011 <ul style="list-style-type: none">• Emphases in Strategy and Organizational Change• Elected VP of Strategic Planning for Erb Institute advisory board, led strategic analysis with 92 students to design 5-year plan, and managing 9 teams to meet Institute goals• Selected Graduate Student Instructor, teaching economics, policy, and governance• Awarded Peace Corps Fellow at School of Natural Resources and University of Michigan/Urban Land Institute Real Estate Forum scholarships in competitive process• Built financial model and sensitivity analysis for Detroit real estate proposal; placed 3rd	Ann Arbor, MI
	WILLAMETTE UNIVERSITY College of Liberal Arts Bachelor of Arts, Environmental Science, May 2000 <ul style="list-style-type: none">• Elected student body Treasurer and managed \$180,000 budget, saving \$10K with capital investments, increasing revenue 9%, and funding 100+ student projects• 3.62/4.0 GPA; selected to Dean's List and awarded competitive scholarships	Salem, OR
EXPERIENCE Summer 2009	OREGON BUILT ENVIRONMENT & SUSTAINABLE TECHNOLOGIES (BEST) Strategy Intern <ul style="list-style-type: none">• Produced action plan projected to increase budget by 7.5% by prioritizing opportunities, defining plan of action, and developing quarterly objectives; plan adopted immediately• Developed strategy for green building program by analyzing strengths/opportunities, engaging stakeholders, and creating an actionable plan rolled out September, 2009• Conducted competitive analysis of comparable organizations by analyzing business model, strategy, and sources/uses of revenue; findings accepted by senior management	Portland, OR
2005-2008	LEE ANDREWS GROUP, INC. Community Relations Associate <ul style="list-style-type: none">• Advised managers of \$1.4B transportation project on communications strategies, media relations, and stakeholder concerns, resulting in timely project completion• Analyzed local trends, performed stakeholder assessments, and anticipated effects of public works projects to mitigate disruptions, resulting in no major negative impacts• Supervised three staff to develop goals and timeline, identify markets, produce advertisements, design material, and distribute collateral reaching 1M people	Los Angeles, CA
2003-2005	AMIGOS DE LOS RIOS Co-Founder <ul style="list-style-type: none">• Designed change management, stakeholder relations, and environmental programs that solved safety problems and initiated revitalization in three L.A.-area neighborhoods• Developed organizational capacity through strategic planning, program management, and targeted fundraising, resulting in rapid growth to \$500k cash flow within two years• Assessed client demand for development funds and launched fundraising program by building database, prioritizing projects, and writing proposals; program raised \$10M	El Monte, CA
2000-2002	PEACE CORPS Community Development Specialist <ul style="list-style-type: none">• Initiated projects by identifying demand, facilitating meetings, and training residents in project management that improved conservation, nutrition, and literacy for 20 families• Trained teachers in integrated curriculum planning, use of didactic material, and environmental education resulting in adoption of methods by 80% of trainees	Asuncion, Paraguay
ADDITIONAL	<ul style="list-style-type: none">• Spanish language interpreter/translator; fluent in Guarani, a South American language• Served world-class beverages at the largest microbrew festival in the country• Presented at professional conferences and published articles on inter-cultural communications, sustainability, stakeholder engagement, and urban revitalization• Earned Eagle Scout and managed first team as Aquatics Director for 2,000 Boy Scouts	

LAUREN START

200 North State Street, Apartment 104 • Ann Arbor, MI 48104
ldstart@umich.edu • 510.318.4593

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2012 <ul style="list-style-type: none">• Emphases in Strategy and Operations Management• Selected: Ross Net Impact Director of Sustainable Events and Director of Campus Wide Composting• Member: Consulting Club, Energy Club• Honors: Ross Merit Scholarship• GMAT 770 (99th percentile), Analytical Writing 6.0/6.0 School of Natural Resources and Environment Master of Science, May 2012 <ul style="list-style-type: none">• Emphasis in Sustainable Systems• Erb Institute for Global Sustainable Enterprise Fellow• Coordinate career focused brown bag lunches as part of knowledge sharing program COLGATE UNIVERSITY Bachelor of Arts in Economics, May 2005 <ul style="list-style-type: none">• Honors: Magna cum Laude, Economic Honors, Deans Award for Academic Excellence• Studied abroad in London and Copenhagen• Cumulative GPA: 3.6/4.0	Ann Arbor, MI Hamilton, NY
EXPERIENCE 2005-2009	THE NIELSEN COMPANY BASES Associate Manager, Client Consulting, 2008-2009 <ul style="list-style-type: none">• Designed first generation forecasting model for software and telecom services, securing and executing projects totaling \$1.1M, over two-thirds of 2008 team revenue goal.• Managed and trained new Research Analyst; increased team size enabled pursuit of projects that exceeded team revenue goals for two consecutive years.• Authored and presented concept development workshop at largest software client to address challenge of communicating new software concepts to consumers, directly leading to screening of over 40 new concepts and \$100K in revenue.• Advised six sigma task force and facilitated roll out of analytical process change to increase efficiency and effective communication between analysts and support functions, increasing productivity 5%. Senior Research Analyst, Client Consulting, 2006-2008 <ul style="list-style-type: none">• Led relationship with senior managers at large beverage client, contributing to generation and delivery of projects worth \$1.9M and team revenue that exceeded goal by 35% per year for three consecutive years.• Quantified impact of potential packaging change for Fortune 100 client's flagship brand, preventing 5-10% decline in sales and resulting in Employee Achievement Award for demonstrated leadership, commitment to client and achievement of goals.• Presented services overview and sales proposition as primary contact for new business leads, securing partnerships with first software and furniture industry clients. Research Analyst, Client Consulting, 2005-2006 <ul style="list-style-type: none">• Forecasted sales and analyzed survey results for 12 strategic test marketing studies for large pharmaceutical client and large beverage client, contributing to company sales valued at over \$1M.• Executed meta analysis for large pharmaceutical client, identifying key areas of opportunity in new product development and increasing visibility at client.	Westport, CT
ADDITIONAL	<ul style="list-style-type: none">• Tackled tallest peak and lowest point in the lower 48 states within 24 hours.• Enthusiastic admissions representative for Colgate University through the Alumni Admissions Program, speaking with over 150 applicants for Fall 2009.• Sampled local cuisine in 39 different states and 16 countries.	

MARTIN SUCHY

1050 Wall Street #4F • Ann Arbor, MI 48105
suchy@umich.edu • 612.845.5559

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / Natural Resources and Environment Master of Business Administration / Master of Science, May 2011 <ul style="list-style-type: none">• Emphases in Finance and Accounting• Scholarship Recipient and Tauber Institute for Global Operations Fellow• Fulbright - Ross Balkans Negotiation Program Participant• President of the RSB Toastmasters Club• Finance Club and Investment Association Club Member	Ann Arbor, MI
	UNIVERSITY OF MINNESOTA Computer Science and Engineering Master of Science in Software Engineering (GPA: 3.8), May 2005	Minneapolis, MN
	LUTHER COLLEGE Bachelor of Arts in Biology (GPA: 3.6), May 1996	Decorah, IA
EXPERIENCE	ARAMEX Tauber Institute Team Project Intern <ul style="list-style-type: none">• Developed cascading Key Performance Indicators for end-to-end business processes resulting in realignment of strategic and operational priorities and in streamlining of performance objectives at each layer of the organizational hierarchy• Analyzed international and domestic express operations and developed internal and external benchmarks providing top executives with targets for improvement initiatives• Led a consulting team in designing value stream maps and identifying inefficiencies in ground courier operations, presented potential efficiency improvements to COO• Evaluated customer relationship management methods, revised customer life cycle processes and recommended modifications to customer management policies	Amman, Jordan
Summer 2009		
M.A.P. 2009	BLUE CROSS BLUE SHIELD OF MICHIGAN MAP Consultant <ul style="list-style-type: none">• Analyzed administrative budget and cost structure; revised cost centers in the activity-based costing model; resulted in realignment of pricing and budgeting cycles and in potential shortening of cost allocation review cycles by 33%• Evaluated alternative cost management systems and presented findings to CFO	Detroit, MI
2004-2008	UNITEDHEALTH GROUP Production Manager <ul style="list-style-type: none">• Managed a project team of 46 financial analysts, actuaries, engineers and consultants providing healthcare intelligence, economics analysis and trend forecasting reports – all consistently delivered on time and on budget• Transformed processes generating healthcare informatics resulting in a reduction of internal production delays by 60% and an improved efficiency of IT systems by 98%	Eden Prairie, MN
2003-2004	ACCENTURE Sr. Analyst Consultant <ul style="list-style-type: none">• Led consulting teams integrating retail systems and overhauling sales and inventory management solutions users of which are 32% more profitable than their peers	Minneapolis, MN
1996-2002	FASTENAL Ecommerce Architect <ul style="list-style-type: none">• Led 11 teams directing formation of a full-service online store improving order processing efficiency by 90%, eliminating 1,000 incoming phone calls a day, generating \$3MM in new revenue and cutting \$1MM in call center costs in the first year alone	Winona, MN
ADDITIONAL	<ul style="list-style-type: none">• Languages: Native in Slovak; Fluent in Czech and English; Basic Russian• Dual Citizenship: United States and European Union (Slovakia)• Habitat for Humanity volunteer in five US states, Puerto Rico and Mexico• Finished three running (Chicago and Twin Cities) and six inline skating marathons	

TINA TAM

922 S State #1 • Ann Arbor, MI 98104
tinatt@umich.edu • 425.753.3503

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources MBA/MS, Erb Institute for Global Sustainable Enterprise, May 2011 <ul style="list-style-type: none">• Emphases in Social Entrepreneurship and Environmental Sustainability• Elected: VP of Speaker Series, Emerging Markets Club; Food Systems Director, Net Impact Green Team; Co-President, Arts Enterprise• Selected: Career Counselor by Office of Career Development	Ann Arbor, MI
	UNIVERSITY OF WASHINGTON Bachelor of Arts in Communication (evening degree program), May 2007	Seattle, WA
	UNIVERSITY OF CALIFORNIA LOS ANGELES Bachelor of Sci. in Cognitive Sci., Computing Specialization, June 2001 <ul style="list-style-type: none">• Graduated Summa Cum Laude, 3.84/4.0	Los Angeles, CA
EXPERIENCE	ASHOKA: INNOVATORS FOR THE PUBLIC Summer Associate <ul style="list-style-type: none">• Performed industry analysis and devised stakeholder collaboration strategies for social investment fund, shaping new initiative aimed to bring affordable solar photovoltaic technology to two billion people worldwide lacking access to electricity	Arlington, VA
Summer 2009	GOLDEN GATE NATIONAL PARKS CONSERVANCY Business Development Intern <ul style="list-style-type: none">• Conducted market analysis, financial modeling, and strategic planning in team of two for cross-sector social innovation and sustainability programs, resulting in organization's first publishable business plan	San Francisco, CA
M.A.P. 2009	AVL NORTH AMERICA INC. Student Consultant <ul style="list-style-type: none">• Analyzed North American hybrid battery testing market; devised entry strategies	Plymouth, MI and Graz, Austria
2001-2008	MICROSOFT CORPORATION Content Publishing Manager, 2007-2008 <ul style="list-style-type: none">• Managed and developed strategies for team of five writers, delivering beta releases of programming content enabling millions of developers and designers to use Visual Studio and Silverlight, a new technology in Microsoft's web development strategy• Led content strategy group through unprecedented cross-divisional collaboration and drove implementation of resulting changes, improving Silverlight software development kit that exceeded customer expectations Co-founder, Microsoft Green, 2007-2008 <ul style="list-style-type: none">• Founded internal group as grassroots effort to promote environmental awareness and influence company policies; facilitated cross-divisional and international collaborations and contributed to company recruiting initiatives• Developed and executed membership campaigns, leading to acquisition of 1000 members in one year and establishment of six global and domestic chapters• Formed partnership with environmental executive team; catalyzed changes including company-wide elimination of polystyrene products and the introduction of composting• Founded speaker series, drove unprecedented campaigns including bike-to-work day, pledge drive (500+ pledges worldwide), and Pangea Day with Microsoft Studio Programming Writer II, 2001-2007 <ul style="list-style-type: none">• Drove customer education, online community, and publishing system improvement efforts in three divisions: Windows, Developer, and Mobile and Embedded Devices	Redmond, WA
ADDITIONAL	<ul style="list-style-type: none">• Avid runner (three-time marathon finisher), snowboarder (favorite resort: Whistler), and yogi (pose-in-progress: hand/headstand)• Presented at Microsoft leadership conference; featured in company sustainability video	

JEREMY TAUB

1320 Astor Avenue, Apt. 1721 • Ann Arbor, MI 48104
jertaub@umich.edu • 917.991.9609

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business/School of Natural Resources MBA/MS, Erb Institute for Global Sustainable Enterprise, May 2011 <ul style="list-style-type: none">• Emphases in Strategy, Sustainability• Elected: Net Impact, VP of Corporate Relations• Winner: Net-Impact-BCG Case Competition; selected out of 18 teams to work with BCG to create strategy for local food bank that received \$100k start-up grant to implement• GMAT: 700 (92nd percentile)	Ann Arbor, MI
	UNIVERSITY OF CHICAGO Bachelor of Arts with Double Honors, History, June 2001 <ul style="list-style-type: none">• Led concert board, recruiting acts such as Eminem and the Roots to perform on campus	Chicago, IL
EXPERIENCE	THE JEWISH HOME & HOSPITAL LIFECARE SYSTEM Executive Strategy Intern <ul style="list-style-type: none">• Developed strategic planning process for CEO and executive board of \$300 million long-term care organization, leading to creation of a new process of strategic decision making• Evaluated competitive landscape, analyzed financial solvency of business units, researched health care policy, and interviewed stakeholders, providing market and best practices analysis and next steps necessary to compete in long-term care industry	New York, NY
2009	AACD-ABREU SODRÉ HOSPITAL International MAP Consultant <ul style="list-style-type: none">• Evaluated local and international market conditions and provided strategic and financial recommendations necessary for \$100 million orthopedic hospital to enter medical tourism industry, leading to investment decision to enter the market	São Paulo, Brazil
2005-2008	UJA-FEDERATION OF NEW YORK Senior Program Associate, 2007-2008 <ul style="list-style-type: none">• Managed \$1M grants portfolio of non-profit summer camps, conducting assessments and providing strategic planning and fundraising support to 15 boards and executives• Directed internal and external sustainability initiative collaborating across departments to green network of 100 non-profits Program Associate, 2005-2007 <ul style="list-style-type: none">• Created strategic content and oversaw conference on the value of unrestricted giving for over 100 independent and corporate grantmakers representing over \$2B in annual giving, which led to increased relevance of this funding practice• Implemented organizational strategy based on market research and analysis leading to substantial increase in summertime recreational options for seniors and baby boomers	New York, NY
2002-2004	STELLA AND CHARLES GUTTMAN FOUNDATION, INC. Program Officer, 2003-2004 <ul style="list-style-type: none">• Analyzed and recommended grants to non-profit grantees in New York and Israel for private foundation with an annual grants budget of \$2M, increasing impact to low-income recipients of grantee services• Spearheaded vital aging initiative in collaboration with area funders to provide soon-to-be retirees with employment, housing and recreational opportunities Program Assistant, 2002-2003 <ul style="list-style-type: none">• Managed foundation operations, including yearly grants budget and investment manager relationships, increasing organizational efficiency	New York, NY
ADDITIONAL	<ul style="list-style-type: none">• Produced short film that was shown at the London Film Festival• Fluent in Hebrew; proficient in French• Renovating house in the Jura region of France	

AMRITA VIJAY KUMAR
2 Marshall Court • Ann Arbor, MI 48104
amritavk@umich.edu • 734.757.0335

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business School of Natural Resources Master of Business Administration Master of Science, April 2011 <ul style="list-style-type: none">• Functional Interests: Business Development and Strategy• Frankel Fellow, Seed technology commercialization investment fund• Helped to found SNRE Student Working Group: 'EcoValuation'• Vice President of Career Development, Emerging Markets Club• Advised NGO on solar energy implementation plan for Community Consulting Club	Ann Arbor, MI
	NANYANG TECHNOLOGICAL UNIVERSITY Nanyang Business School Bachelor of Business (First Class Honors), May 2003 <ul style="list-style-type: none">• Class Valedictorian• Awarded Gold Medal for Academic Excellence and NTU Alumni Award• President and Founder of Singapore's first Student Social Enterprise Club	Singapore
EXPERIENCE	E+CO Summer Associate, Consulting <ul style="list-style-type: none">• Optimized manufacturing process for two efficient stove manufacturers and recommended methods to increase capacity from 30,000 to 300,000 stoves/year.• Modeled carbon finance cash flows and recommended changes to product mix, new geographic focus and pricing strategy to entrepreneurs• Identified liquidity constraints within entire value chain and suggested potential financial arrangements with micro-finance institutions	Mali, Ghana
Summer 2009	STARLING RESOURCES Carbon Forestry Consulting <ul style="list-style-type: none">• Co-developed an investor prospectus that prompted investment in a 225,000-hectare peatland carbon project in Central Kalimantan• Modeled reductions in carbon emissions and developed the project design documents subsequently approved by certification authority• Led inter-disciplinary team comprised of scientists and social workers to develop implementation plan adopted by the Managing Director	Bali, Indonesia
Summer 2008	PRICEWATERHOUSECOOPERS, LLP Assistant Manager <ul style="list-style-type: none">• Supervised teams comprising 2-5 members, delivering risk management and process improvement services to Fortune 500 clients across South East Asia• Managed design of internal controls framework for an energy company. Supervised implementation and presented the risks identified to Board of Directors• Identified emerging opportunities in the area of sustainability consulting, proposed business case leading to senior management review of new line of service.	Singapore
2007-2008	Secondment <ul style="list-style-type: none">• Designed and executed risk assessment for proposed Government savings scheme. Reviewed process flows, identified controls and recommended changes that reduced risk of operational failure	Wellington, New Zealand
2007	Senior Associate <ul style="list-style-type: none">• Selected Climate Change Representative for Singapore firm and led the development of a carbon footprint measurement methodology• Developed process flows and provided post-merger business process harmonization for insurance company across Malaysia, Indonesia, Thailand and Hong Kong	Singapore
2005-2007	Associate <ul style="list-style-type: none">• Analyzed system security configurations, evaluated application controls for financial software and audited processes of IT departments for multinationals	Singapore
2003-2005	ADDITIONAL <ul style="list-style-type: none">• Led 19 volunteers, raised \$10,000 for home reconstruction project in Thailand.	

DAVID WEINGLASS

711 S Division St • Ann Arbor, MI 48104
dweingla@umich.edu • 608.438.9466

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2011 <ul style="list-style-type: none">• Emphases in Consumer Behavior and Sustainable Systems• Candidate for Graduation with High Distinction• President, Ross Gourmet Club• Designed marketing plan for Michigan jazz education nonprofit School of Natural Resources and Environment Master of Science, April 2011 <ul style="list-style-type: none">• Fellow at Erb Institute for Global Sustainable Enterprise	Ann Arbor, MI
	UNIVERSITY OF WISCONSIN Bachelor of Arts, Spanish Linguistics, May 2004 <ul style="list-style-type: none">• Study Abroad in Santiago, Chile	Madison, WI
EXPERIENCE Summer 2009	GOLDEN GATE NATIONAL PARKS CONSERVANCY Strategic Development Intern <ul style="list-style-type: none">• Devised three-year operational and financial development strategies to grow sustainability programming, resulting in organization's first publishable business plan.	Sausalito, CA
2009	STONYFIELD FARM Student Consultant <ul style="list-style-type: none">• Performed financial and operations modeling, and presented recommendations to CEO for developing \$650k sustainable organic dairy operation.	Londonderry, NH
2003-2008	WISCONSIN STATE SENATE Legislative Aide to Senator Spencer Coggs, 2007-2008 <ul style="list-style-type: none">• Led bipartisan team of three offices to overcome opposition and pass a bill encouraging WI to divest \$110M from Darfur due to ongoing genocide.• Analyzed strategic policy, recommended political positioning, and led Senator's public relations as liaison to Senate and Governor's Committees.• Communicated and targeted messaging in support of Senator's legislative accomplishments via press releases, website content, and a newsletter sent to 155K constituent district. Legislative Aide to Senator Julie Lassa, 2005-2007 <ul style="list-style-type: none">• Rebranded and marketed sustainable foods initiatives in Wisconsin by heading a statewide coalition and passing legislation; resulted in \$3.8B expected annual economic impact and \$225K in annual business development grants.• Launched a major local foods bill by coordinating a statewide press conference for Senator and Secretary of Agriculture, generating weekly media interviews and guest editorial spotlights.• Advised Senator on best practices in determining funding for \$5.9B public school system as liaison to Special Committee on Review of School Aid Formula.• Mediated dispute between two municipalities and the state, leveraging support of Secretary of Transportation and Governor to improve environmental and safety standards for new highway interchange. Page, Senate Sergeant-at-Arms, 2003-2005 <ul style="list-style-type: none">• Managed daily operations of influential Joint Committee on Finance during \$54B state budget negotiations and statewide public hearings.	Madison, WI
ADDITIONAL	<ul style="list-style-type: none">• Three time chili cook-off winner, guitarist, and nascent photographer.• Campaign Manager to Jamie Aulik on State Senate and County Clerk campaigns; devised campaign platform, researched opposition, prepared candidate for debate, and edited fundraising materials, 2006-2007.• Volunteer tutor for Literacy Network, 2005-2007.	

NICOLAS WETZLER
8831 Ball St • Plymouth, MI 48170
nwetzler@umich.edu • 734.657.6309

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, April 2011 <ul style="list-style-type: none">• Emphasis in Entrepreneurship, Finance, and Strategy• Member: Energy Club, Entrepreneur and Venture Club, Net Impact• GMAT: 720 (95th percentile)• Selected: Frankel Venture Capital Fund Fellow• Selected: Semi-Finalist Michigan Business Challenge, Small Wind Turbine Company• San Francisco Climate Exchange: Complete market entry and competitive analysis School of Natural Resources and Environment Master of Science in Sustainable Systems, April 2011 <ul style="list-style-type: none">• Erb Institute for Global Sustainable Enterprise College of Engineering Bachelor of Science Mechanical Engineering, April 2000 <ul style="list-style-type: none">• Cum Laude, Golden Key and Pi Tau Sigma National Honor Societies	Ann Arbor, MI
EXPERIENCE 2009-Present	TURLEROCK GREENTECH LLC Associate <ul style="list-style-type: none">• Establishing the company, building the partner network, and advancing the portfolio of technologies and projects as member of start-up team.• Screening and benchmarking more than 60 social enterprises and non profits to support establishing a non-profit social enterprise fund and project selection• Completed \$35 Million DOE Grant for an international advanced Lithium Ion battery materials company in three weeks• Creating business plan to license a proprietary variable transmission technology as the basis for creating a tidal and river flow turbine company• Commercializing alloy foam, a valuable, platform renewable energy technology with applications for fuel cells, hydrogen reformers and reactors, and super capacitors	Ann Arbor, MI
M.A.P. 2009	ENERGY CONVERSION DEVICES INC. UNI-SOLAR Strategic Marketing Consultant <ul style="list-style-type: none">• Analyze solar PV markets to identify opportunities for new product applications and deliver business case analyses and recommendation for three new applications• Develop methodology to evaluate new product applications for volume potential, margin, competitive advantage, and feasibility	Rochester Hills, MI
2000-2008	FORD MOTOR COMPANY Six Sigma Black Belt - Engine Division, 2006-2008 <ul style="list-style-type: none">• Initiated and led technology acceleration project to address the number one quality issue for Ford Engine Division, delivering \$4M annual profit improvement; recognized with Director's Quality Award• Developed business case and pitched project in competitive process to secure \$1.5M investment and Ford VP approval• Evaluated suppliers and technologies to support sourcing decision Product Development Engineer - Engine Division, 2000-2006 <ul style="list-style-type: none">• Created and managed peer team of eight engineers from three organizations to solve a critical hardware-software integration issue delivering \$1M annual cost savings• Team invented two new engine control algorithms and recognized with a Henry Ford Technical Excellence Award• Created and led peer team of five in negotiations with management to implement new job classification to integrate 3 separate functions• Led the development of a Limited Edition Mustang with a budget of \$2M, profit target of \$10M	Dearborn, MI
ADDITIONAL	<ul style="list-style-type: none">• College Football Fan, Amateur Photographer, Snorkeling and Architecture Enthusiast	

NIELS ZELLERS

1137 S. 7th St. • Ann Arbor, MI 48103
nielsz@umich.edu • 734.330.6882

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business and School of Natural Resources Erb Institute for Global Sustainable Enterprise, May 2011 <ul style="list-style-type: none">• Emphasis in Impact Investing, Sustainable Finance & Venture Creation• Founding Partner, Lodestone Capital Group, LLC• VP Career & Professional Development, ecoValuation Working Group• Director of Education & Capacity ('08/'09), Ross Net Impact, UM Campus Sustainability Team: Worked across University to institutionalize Sustainability - UM President Coleman creates top sustainability role• Member, Ross Energy Club	Ann Arbor, MI
	LEWIS & CLARK COLLEGE Bachelor of Arts in Mathematical Computer Sciences, May 2002	Portland, OR
EXPERIENCE	COASTAL ENTERPRISES, INC. (CEI) Summer Consultant <ul style="list-style-type: none">• Assessed potential to increase financial and environmental value of 3 portfolio companies - Recommended organizational models to increase environmental & financial value.	Portland, ME
Summer 2009		
Part-time 2009	INDEPENDENCE BIO PRODUCTS Student Consultant <ul style="list-style-type: none">• Analyzed potential algae biofuel cultivation sites ~ Bolstered business case for 2nd round funding.	Dublin, OH
2007-2008	FIDELITY INVESTMENTS - STRATEGY MANAGEMENT OFFICE Financial Analyst III <ul style="list-style-type: none">• Led key elements of interest income review ~ CFO presented works to Fidelity's Chairman• Developed Strategic Measures Toolkit ~ CFO & BU Presidents used to monitor business• Redesigned President's Management Reporting ~ increased sales force accountability• Evaluated \$500M in annual discretionary spending ~ Improved returns by \$20M	Boston, MA
2006-2007	FIDELITY INVESTMENTS PRODUCT DEVELOPMENT - Mutual Fund Product Analyst <ul style="list-style-type: none">• Authored \$1.3M business case for intelligent internet functionality ~ Improved customer retention 5%, project IRR of 28%• Analyzed customer investment behavior ~ Informed \$1.5M in target marketing• Managed Mutual Fund Proxy Process ~ Reduced call volumes 18% via proactive communications	Boston, MA
2005-2006	FIDELITY INVESTMENTS - CORPORATE DECISION SUPPORT Financial Analyst I <ul style="list-style-type: none">• Awarded "Enterprise Thinker of the Year"• Managed four analysts in evaluating the securities clearing market ~ Informed investment decisions & developed analysts• Designed & Authored Discount Broker Competitive Review for company wide distribution ~ Educated executives on competitor strategies• Developed internal Press Release Package ~ Prepared CFO for analyst & media calls• Redesigned Monthly Financial Reporting to improve P/L management ~ Sr. management presented to the CFO monthly.	Boston, MA
ADDITIONAL	<ul style="list-style-type: none">• Hobbies: Sea kayaking, dreaming up sustainable business with my friends over coffee (or a microbrew).	

CHRIS ZWICKE

315 2nd St Apt 504 • Ann Arbor, MI 48103
czwicke@umich.edu • 805.689.6236

EDUCATION	UNIVERSITY OF MICHIGAN Ross School of Business / School of Natural Resources Master of Business Administration/Master of Science, Erb Institute for Global Sustainable Enterprise • Emphases in Strategy and Environmental Policy & Planning • GMAT: 760 (99th percentile); Ross Fellow: Awarded merit-based full scholarship • Member: EcoValuation Working Group; Toastmasters International	Ann Arbor, MI
	UNIVERSITY OF CALIFORNIA SANTA BARBARA College of Letters and Science Bachelor of Arts in Film Studies, December 2002 • 4.0 GPA; Distinction in the Field of Critical Studies; Outstanding Graduating Senior in Film Studies • Co-founder, Santa Barbara Film Society: raised over \$25K, programmed events, built brand around providing alternative entertainment and fostering student/community engagement, oversaw transition to community film series still active today	Santa Barbara, CA
EXPERIENCE 2003-2009	UNIVERSITY OF CALIFORNIA EDUCATION ABROAD PROGRAM Senior Analyst, Academic Integration, 2005-2009 • Defined and managed scope of leading-edge Academic Integration (AI) initiative. Introduced framework and resources for integrating study abroad into curricula of the University of California system, one of the nation's largest study abroad providers. • Developed systemwide AI plan and achieved broad and diverse stakeholder buy-in by leading retreats, workshops, and conference sessions, enabling isolated staff on different campuses to share best practices and leverage central resources. • Designed collaborative websites, including a SharePoint site and a wiki-based best-practices manual, for the geographically dispersed AI team, resulting in increased productivity and an enhanced team identity. • Championed and analyzed business needs for a web-based program search engine and back-end database, which reduced inefficiencies and redundancies in data management and helped customers more easily find products that met their needs. • Participated in consecutive reorganization committees, influencing proposals for streamlining operations and accommodating staffing expenditure reductions of 20% and 11% respectively. • Co-founded volunteer GreenTeam that reduced office paper use by 60% (saving over \$10K/year), expanded recycling and reuse programs, and increased participation in annual alternative transportation competition by 500%. Analyst, Academic Integration, 2004-2005 • Partnered with departments from a wide range of academic disciplines, analyzing their curricula and enrollment data, determining a joint value proposition for students, and formulating plans to increase market share. • Authored over 16 print and web-based publications and promotional pieces for specific student cohorts, improving targeted marketing and advising. International Programs Assistant, 2003-2004 • Advised students, campus offices, and international study centers on academic policies and procedures, ensuring compliance and consistency in academic records.	Goleta, CA
2003	UNIVERSITY OF CALIFORNIA SANTA BARBARA DEPT OF FILM STUDIES Teaching Assistant	Santa Barbara, CA
ADDITIONAL	<ul style="list-style-type: none">• Educated public about and protected habitat of the Snowy Plover, a threatened species at Coal Oil Point Reserve, as a volunteer docent• Member: Ross Gourmet Club• Interests: travel, SCUBA diving, basketball, and beach/indoor volleyball• Interned at 2003 Cannes Film Festival (Gus Van Sant's "Elephant" won the Palme d'Or)	